

The NATIONAL UNDERWRITER



AUTOMOBILE accident prevention can be the most productive during the period when automobile accidents are most serious. That period is the last half of the year, and especially the last four months.

Drivers and pedestrians will have to exercise extraordinary care to avoid death or injury in automobile accidents from now to the end of the year. Experience shows that the casualty record of the last four months is 40 per cent worse than the first four months, and 20 per cent worse than the second four months.

Unless conditions show a decided improvement, around 15,000 persons will be killed in automobile accidents from September to December inclusive.

Every person needs to remember to drive and walk carefully. That is the essential thing which every person can easily do to help reduce accidents.

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The National Underwriter

A WEEKLY NEWSPAPER OF INSURANCE

Thirty-Ninth Year—No. 44

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, OCTOBER 31, 1935

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Kurth Points Out Wrong Conceptions

Home's President Declares Branch Office Bogey Man Roams About

TOLD ABOUT CONFERENCES

Speaker Feels That It Is Unseemly to Have So Much Wrangling Going On

At the annual banquet of the Illinois Association of Insurance Agents President Wilfred Kurth of the Home of New York expounded some company doctrine giving the attitude of the executives toward local agents and their organizations that clarified some of the atmosphere. He stated that in any community where there are three or more local agents there should be a local board established. The agents should meet, become well acquainted with one another and have definite functions. The local board, he said, elevates the standard of competition. A committee representing a board, he declared, has much more influence in seeking any reform than a single agent has. In a number of cases, he said, local boards have cleared up a bad situation regarding multiplicity of agents. Any effective local board, he said, can bring about a reasonable limitation of company representation.

Comments on Branch Offices

President Kurth said that the branch office situation is not nearly so bad as it has been made out at agency conventions. The Home group, he said, has 40,000 agents. Of this number six are heads of branch offices, only half as many as there were a dozen years ago. He declared that the tendency these days is away from the branch office system. He thinks that the agency system is entirely secure.

President Kurth said that he believes in personal contacts and direct solicitations on part of agents. He does not feel that the agents go out in the by-ways and get business as they should. This is shown, he said, in the very small percentage of owners of automobiles that are insured. They are not solicited hard enough nor are arguments pressed with sufficient vigor.

Stock Companies Well Managed

President Kurth said that the stock company business is conducted on a very high plane. He thinks there is no business that can show a better or cleaner record. He said investigations of banks, investment houses, utility concerns, etc., have brought out many scandals but nothing has been revealed that would indicate any similar condition among the stock companies. The companies, he said, believe in making profit.

He stated there are chiselers in the

St. Louis Brokers Active in Crusade to Curb Banks

PRESSING ISSUE TO A HEAD

Declare These Institutions Have No Legal Right to Engage in Insurance Business

ST. LOUIS, Oct. 30.—The St. Louis Association of Brokers is taking a very active part in the effort to curb banks and trust companies in their insurance departments. These institutions have been pushing that end of their business aggressively during the last few years. The brokers brought pressure to bear on the insurance department so that questionnaires have been sent to every bank and trust company in St. Louis county asking for answers to important questions bringing out their activities in insurance. These answers will now be reviewed and it is expected that in due season the department will take some position as to whether the banks can continue insurance.

Appeal to Finance Officer

The state commissioner of finance has been asked by the brokers to question the banks under their charter rights to sell insurance. If the brokers fail in their crusade then it is intended to bring quo warranto proceedings. The brokers' association challenges the right of these financial institutions to engage in insurance because it claims the charter of no bank gives it the right to do anything but a banking business. Almost all banks have established insurance departments undoubtedly due to the depression and the desire to add to the income of the bank. The state finance department has taken no action. Prior to the depression the insurance people themselves rather winked at the banking practice but it has grown by leaps and bounds during the last few years.

fire insurance business as in any other. When a local agent, he said, lends comfort to a chiseler he undermines his own habitation, decreases his own income and weakens his reputation.

Conferences With Agents

Mr. Kurth said that he resented the charge that company organizations will not confer with local agents. In speaking about the east, he said that conferences have been held with agents at Rochester, Buffalo, Boston, Philadelphia on issues arising. There have been conferences with Pennsylvania, New Jersey and Vermont agents. Companies have met with the National Association of Insurance Agents committee of the I. U. B. He said that in all cases there may not be reached a solution satisfactory to all but these conferences have been very helpful. The companies he said, went to the rescue of the agents in the HOLC negotiations when the management had decided that where it paid the premium the agents were not justified in getting commissions. The companies succeeded in getting a part of the regular scale for the agents.

President Kurth said that naturally

Introduce Illinois Code Bill; Set Hearing Date

FIRST EFFORT IN SENATE

Legislature, in Special Session, Considers Measure That Failed Before to Get Sufficient Support

SPRINGFIELD, ILL., Oct. 30.—The proposed state insurance code—senate bill No. 11—will be considered at a senate committee meeting at 2 p. m. next Wednesday, Nov. 6, it was announced by L. O. Williams, chairman of the senate insurance committee.

The code bill was introduced in the senate Monday night by Senator Williams at the initial meeting of the senate, which, along with the house, was called into special session on that date by Governor Horner, who has listed 18 subjects for consideration by the assembly.

First Effort In Senate

Insurance Director Ernest Palmer, who has redrafted the code since the last regular session of the assembly, when the code bill failed to pass, said an effort will first be made to pass the new bill in the senate, and that, if successful there, the code will be sent to the house for further consideration.

At the last session the code bill easily passed in the house but failed to muster sufficient votes in the senate. Of the 21 bills introduced in the senate Monday night all but the code bill were advanced to second reading.

Mr. Palmer said the revisions consist chiefly of technical points.

INSURANCE DIVISION MEETING

A general meeting of the insurance division of the Illinois Chamber of Commerce will be held at noon, Nov. 4 in Chicago to clarify its position with respect to the insurance code and to discuss the possibility of arranging a meeting of business executives for combined attention to certain provisions of the code.

Also to review the progress made in final disposal of the Illinois health, safety and comfort law and the occupational disease legislation to be presented and to take steps, if desirable, to secure support for this improved legislation.

And to approve or deny the position taken by the state chamber with respect to social security legislation with particular reference to unemployment compensation legislation and to arrange, if desired, further methods of combating passage of this act.

As well it will discuss proposed driver's legislation with the intention of taking some definite action as to its procedure through the legislature.

there will be occasional differences arise between companies and agents but this should not end in the divorce court. All these problems, he said, can be settled amicably in the family. There should be an enlightened public opinion up and down the line to the effect that both companies and agents want to do the right thing. If that opinion prevails, he said, something can be accomplished.

Loss Record Gives Breathing Spell

H. A. Clark Contends Rate Reductions Unwarranted—Must Build Reserves

W. I. B. HEAD REPORTS

Touches on Major Issue of the Day in Message at Meeting of Western Bureau

By GEORGE A. WATSON

BRIARCLIFF, N. Y., Oct. 30.—Even in the face of the abnormally low loss ratios today, rate reductions are, none the less, entirely unwarranted, according to H. A. Clark of Chicago, vice-president and western manager of the Firemen's, who gave the report of the board of directors at the mid-year meeting of the Western Insurance Bureau here. Mr. Clark is president and chairman of the board of the bureau.

Mr. Clark contended the companies must have their breathing spell and be given a chance to build their reserves for unforeseen and unknown catastrophes which, in the light of past experience, are sure to occur.

New Burdens Are Seen

For many years, he pointed out, companies could not make an underwriting or trade profit due to excessive losses and uncontrollable expenses in the way of taxes, licenses and fees. Judging from the additional burdens of taxes that are to be thrust upon the companies, he contended, they will need several years of low loss ratios if they are to be in a position to build the necessary reserves to guard their liabilities in the lean days that are sure to come.

Mr. Clark quoted from the recent speech of Superintendent Pink at Binghamton, N. Y., warning against reckless rate reduction.

In the absence of any controversial issue the sessions which started this afternoon and will likely be continued tomorrow morning promise to be uneventful. Attendance, however, is well above the average, a number of company officials as well as divisional managers being on hand from eastern centers. The western contingent arrived this morning.

Mr. Clark recalled that the directors of the bureau some time ago ruled, subject to ratification by the membership, that the commission on premiums under the supplemental contract should be the authorized fire commissions on all the premiums, except tornado, which take the authorized tornado commission. Mr. Clark asked the membership to ratify this action.

He said that since that ruling was made, some of the companies have reported difficulty in enforcing the commissions under the supplemental con-

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Militant Spirit Is Shown By Illinois Resolutions

At the annual meeting of the Illinois Association of Insurance Agents a committee of five was appointed, to be known as the special code committee, to act for the organization in the code legislation now before the legislature. The committee consisted of Alvin S. Keys, Springfield, chairman; Rockwood Hosmer, Chicago; J. E. Martin, Peoria; Allan I. Wolff and W. H. Stewart, Chicago. It is decided to add two more to the committee, to come from downstate. The two new members are Frank J. Budelier of Rock Island, the new president of the Illinois association, and C. C. Nicholson, Decatur.

At the annual meeting of the Illinois Association of Insurance Agents at Peoria, the resolutions committee presented four resolutions that take on more or less of a militant air. The committee consisted of Allan I. Wolff of Chicago, former president National Association of Insurance Agents; Lyman M. Drake of Chicago, retiring national councillor of Illinois, and Alvin E. Skooge of Springfield. The resolutions read:

Hit at Political Affiliations

WHEREAS, it becomes increasingly evident that two of the most important factors in stabilization and maintenance of good practice in our business are proper qualification and painstaking selection of agents and reasonable restriction of agency representation in order that the public interest may be best served without loading undue and cumulative expenses first on the companies and ultimately on the public.

RESOLVED, First, that we request our incoming officers to seek company assistance in both these respects and to address the leading fire, casualty and marine companies to this end and with particular reference to improper agency appointments based largely on political affiliations and

Second, that we also urge our officers to send copies of this resolution to the state central committees of both the Republican and Democratic parties and make to these committees strong representations as to the increasing diversion of business from legitimate channels through undue political influence.

Branch Office Resolution

WHEREAS, the National association, in furtherance of the principles and ideals to which it has dedicated its efforts, has consistently endeavored to adopt the broad viewpoint of seeking such objectives as would best serve the business as a whole and preserve it for the future and,

WHEREAS, the 40th annual convention of the National Association of Insurance Agents in conformity with such policies, authorized its executive committee to seek the friendly cooperation of individual companies, company organizations, state associations and local boards in the hope of attaining complete equality of opportunity, operating costs and competitive conditions between adequately equipped and service giving local agents and company production centers, whether home office or policy writing branches.

RESOLVED, that the Illinois association urges the executive committee of the National Association of Insurance Agents and the branch office committee to press this undertaking vigorously and in turn pledges its support to the National association, with the assurance that if need arises, the Illinois association will impress upon its affiliated local boards and its individual members the importance of this movement and exact of them the fullest measure of cooperation.

WHEREAS, the prior 1935 session

of this association expressed its belief that insurance supervision by the state has three primary objectives as follows:

1. Fully and completely protect the public.
2. Grant equal rights and privileges and impose equal and reasonable obligations and restrictions upon all carriers.
3. Eliminate incompetent producers and supervise and safeguard the rights of the competent.

WHEREAS, we once more express our confidence in the intent and objectives sought by the executive and administrative officials of the state and our belief in the conscientious attitude and consideration which will be exercised by the legislative branch of the government at the forthcoming special session.

THEREFORE, we confirm the authority granted today to our special code committee, in order that they may tender their assistance to our state officials, if our committee believes the proposed insurance legislation conforms to the principles hereinbefore expressed and confirmed.

Want Simplified Forms

WHEREAS, during the progress of years the insurance contract, both fire and other forms, has become so incumbered with restrictions that the form (written portion) of policies is not infrequently as long as the much criticised fine print,

Therefore, we believe that it is time to ask the companies to review the matter as far as this state is concerned and to devise simpler and more direct policy contracts for all classes of insurance and that contracts be of more uniform mechanical design.

The chairmen of the standing committees for the new year are as follows: Membership, Ralph Freese, Bloomington; local boards, William H. Jennings, Jr., Rockford; casualty and surety, Ralph W. Miller, Chicago; grievance, N. M. Winters, Quincy; fire

Presiding at Meeting of Western Insurance Bureau



HERBERT A. CLARK, Chicago

Herbert A. Clark, western manager of the Firemen's group at Chicago, is presiding over the Western Insurance Bureau meeting at Briarcliff, N. Y., this week, he being both president and chairman of the board.

and accident prevention, Samuel A. Rothermel, Chicago; automobile, Lyle H. Gift, Peoria; budget and finance, H. A. Monier, Champaign; farm, Mark I. Hall, Belvidere; public relations, Dudley Giberson, Alton, and legislative, Rockwood Hosmer, Chicago.

Local Board Cooperation

R. W. Troxell of Springfield, chairman of the legislative committee, in his preliminary remarks stated that President Alvin Keys kept the committee busy during the legislative session. He said that legislative efficacy depends very largely on the activity of local

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Overhead Writing Problem Is Viewed

President Steele Tells Massachusetts Agents of Conferences with E. U. A. Groups

EYE BOSTON SITUATION

Vice-president Parker Discusses Progress Toward Establishing Association Agency to Handle Overhead Lines

Efforts to curb the overhead writing which has aroused bitter complaint from Massachusetts agents outside Boston were outlined by President Carroll K. Steele before the Massachusetts Association of Insurance Agents' annual meeting. He reviewed the negotiations of the committees of the Eastern Underwriters Association and the Boston Board. The conference group agreed that the taking of accepted city commissions by the Boston agents on premiums originating in local territory was unfair and improper. The E. U. A. committee admitted that there was no definite commission scale in Boston but that the 269 companies operating there compete for business, one quarter of the number being non-organization companies. Companies entering the territory make as favorable commission agreements as possible and it is reported they sometimes run as high as 40 percent.

Because the subject is a broad one that cannot be easily and promptly settled, Mr. Steele said the conference committee decided that the situation can best be improved by education and the making of certain improvements.

Recognize Complaints

Recognizing the complaint that Boston agents allow brokers more than 15 percent in ordinary territory and that the local agents have no chance of competing to get the broker's business as they receive only 20 percent, the Boston Board committee agreed to urge the board to take the following action:

"(A) Pass binding rules which would limit brokerage allowable in ordinary territory in Massachusetts on fire insurance or allied lines to 15 percent maximum.

"(B) That their report include a recommendation that all agents, members of the Boston Board, join the Massachusetts Association of Insurance Agents and the National Association of Insurance Agents in order that they might better understand each other's problems in respect of the matters under discussion.

"(C) That the executive committee be asked to investigate the appointment of sub-agents outside of the 27 cities and towns on the part of Boston so-called general agencies which were not in fact departments or bona fide general agencies for the purpose of supervising fields."

Would Reduce Plants

President Steele told of an oral understanding with a prominent member of the Boston committee who said the next step after that proposal is agreed to by all parties, is an attempt to eliminate underwriters' agencies in Boston territory. By reducing the large number of company connections and hence the number of general agencies, the business could be better controlled by the Boston Board. The next move then would be to cooperate on the elimination or the limiting of non-policy-writing agents receiving commissions equal to and per-

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THE WEEK IN INSURANCE

Western Insurance Bureau is holding its semi-annual meeting this week at Briarcliff, N. Y. Page 1

Illinois insurance code bill is introduced in special session of legislature. Page 1

St. Louis Association of Insurance Brokers is taking active steps to prohibit bank and trust companies from selling insurance. Page 1

Walter Meiss, executive general agent of the London Assurance and Union of Paris, has also been made assistant secretary of the Manhattan F. & M. Page 4

Four state agents' associations in annual gatherings—Indiana, California, Colorado and New Hampshire. Page 3

Annual banquet of the Life Members Society of the Fire Underwriters Association of the Northwest was held this week in Chicago. Page 8

Insurance Director Palmer and Chief Deputy Raymond T. Nelson of the Illinois insurance department give some information as to the new code in talks at the Illinois agents' meeting. Page 6

Resolutions adopted by the Illinois Association of Insurance Agents at its annual meeting caused much interest. Page 2

President Kenneth H. Blair, National Association of Insurance Agents, at the Indiana agents' meeting, commends the new insurance code of that state. Page 6

Plans for curbing overhead writing considered at Massachusetts agents' meeting. Page 2

E. G. Pieper, former president of the Rhode Island group, and W. W. Wilder, Providence agent, organize a general agency firm in Providence. Page 6

Little earthquake insurance was carried at Helena, Mont. Page 6

Steady downward trend of average fire insurance rate shown by Superintendent Pink of New York. Page 16

Federal court sets date for hearings and filings of briefs in Missouri rate compromise case; Insurance Superintendent O'Malley strikes hard in motion filed with state court criticising administration of impounded premium refund. Page 4

President Blair of the National Association of Insurance Agents announces the new personnel of the standing committees. Page 4

Carroll K. Steele of Gloucester, Mass., was reelected president of the Massachusetts Association of Insurance Agents at its annual meeting. Page 33

Casualty company officials and Massachusetts agents are inclined to question Commissioner DeCelles' position on compulsory automobile insurance in a recent address. Page 33

Surety underwriters are more cautious than ever these days in issuing long term bonds. Page 35

New York unemployment insurance law explained by Industrial Commissioner Andrews at General Brokers Association gathering. Page 35

Suits against ill-fated Kerns Hotel, Lansing, Mich., show need for adequate public liability cover. Page 33

Four Associations in Annual Gatherings

French Lick Scene of Indiana Meet

Chris Zoercher Elected to Succeed
Ralph Hastings as
President

BAIR COMMENDS CODE

Resolution Demands Commission on
Assigned Compensation Risks—New
Bureau's Functions Explained

NEW OFFICERS ELECTED

President—Chris Zoercher, Tell City.
Vice-president—J. A. Searles, Marion.
Treasurer—J. Gilbert Martin, Scottsburg.
Board Chairman—Dean H. Swadener, Mishawaka.

By IRVING WILLIAMS

A strong program, ideal convention facilities and perfect weather marked the annual convention of the Indiana Association of Insurance Agents at French Lick Springs. Seventy-five local agents and fifty-seven field men registered and a number of unregistered guests attended several of the sessions.

On the ground that assigned compensation risks are subject to manual rates, a resolution was passed holding that agents are entitled to commissions on such business, and the incoming administration was empowered to appoint a committee to obtain such a working agreement with the insurance department and companies. Because of its many aspects, the matter of uniform countersigned commissions was referred to a committee for further study. The safety educational efforts of the Indiana newspapers, National Bureau of Casualty & Surety Underwriters and the Aetna Casualty were commended.

Bair Gives Talk

Kenneth H. Bair, president of the National Association of Insurance Agents, commended the enactment of the insurance code, which places the state in the vanguard. Touching on opposition that developed elsewhere as to code legislation, he commented: "Whether or not the company organizations, in keeping their batteries trained on the states of Pennsylvania, Illinois, California and others, neglected to give their customary attention to Indiana, I am not prepared to say—you know better than I do what barriers you had to overcome in order to secure a set of modern, workable insurance laws."

Far in Advance

"The point is, you were successful and, while I have not had an opportunity to study your code in detail, I am told that it is second to none, and far in advance of insurance legislation in the majority of states. Undoubtedly you will discover imperfections in it. Compromises must have been made in certain instances. The important thing," declared Mr. Bair, "is that the foundation is laid, on which the opportunity is offered to build a sound insurance structure for all time."

"The New State Compensation Rating Bureau" was explained by William C. Burns, its manager. When the law

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Cooperative Spirit Permeates Meeting of California Men

By MISS A. V. BOWYER

"Conference, Conciliation and Cooperation" is the keynote of the annual convention of the California Association of Insurance Agents this week in San Diego. Joy Lichtenstein, Pacific Coast manager Hartford Fire and president of the Pacific Board, was the keynote speaker on "Conference—Our Best Hope." He outlined the activities on the Pacific Coast, paying a tribute to the agents who have displayed wholesome interest in furthering the efforts toward a mutual understanding between companies and agents.

Casualty Still Young

E. C. Porter, vice-president United States Fidelity & Guaranty in San Francisco and president of the Casualty Insurance Association of California, continued the general theme with "Cultivating a Better Understanding." Commenting upon the apparent lagging of the casualty companies in the conference idea, Mr. Porter said that this is probably due to the youth and rapid growth of the casualty business. Frequent conferences with representatives of the agents' organization are devoutly desired. With a constant influx of new companies and in the heat of competition, casualty insurance companies have not become as closely bound together as fire companies engaged in an older and more established business.

"This state is a fertile field for casualty business. California is the second state in the production of casualty premiums. The casualty field is varied, complex and filled with problems. There are vast possibilities for im-

(CONTINUED ON PAGE 30)

England Is Named Head of Colorado Agents at Confab

NEW OFFICERS ELECTED

President—Frank England, Jr., Denver.
First vice-president—W. F. Howard, Pueblo.
Second vice-president—A. P. Miller, Denver.
Secretary—Floyd Padgett, Colorado Springs.
Treasurer—Reeve Burton, Colorado Springs.
Directors (serve until 1938)—W. Rex Kerr, Denver; R. L. Olson, Boulder; Messrs. Padgett, Burton and Howard.

By D. F. KINNEY

Despite a severe snowstorm which threatened to block roads leading to Colorado Springs, Colo., more than 40 members of the Colorado Association of Insurance Agents gathered there for its annual meeting and to usher into office its new president, Frank England, Jr., of Denver. Mr. England succeeds W. J. Sproul of Canon City.

A resolution calling for cooperation with banks on automobile financing, so the local agent can write the insurance, was passed. In presenting the resolution Chairman A. P. Miller said the plan provides for the appointment of a committee to consider the problem. It was decided to consider changing the meeting date of the Colorado association to make it simultaneous with those of neighboring states during the month before the National convention. A special meeting will be held in April at Colorado Springs to make specific plans. Licensing of agents and brokers was also urged in a resolution. H. D. Van

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Bennett Presents Specific Charges

National Secretary Tells New
Hampshire Agents How
Income Is Cut

NELSON IS PRESIDENT

A. B. White Urges Joint Paid Secretary—Varney Gives Report—View
Personal Property Form

NEW OFFICERS ELECTED

President—Arthur H. Nelson, Lancaster.
Vice-presidents—Charles J. McKee, Concord; George E. Clarke, Lisbon; Robert M. Davis, North Conway.
National Councillor—Archie B. Cole, Hanover.
Secretary-Treasurer—Stewart Nelson, Concord.
Executive Committee—A. B. White, Keene, Chairman; George M. Andrews, Nashua; Ralph E. Came, Rochester; Randolph C. Keller, Manchester; John W. McCrillis, Newport; Stowe Wilder, Portsmouth.

By RALPH E. RICHMAN

At the New Hampshire Association of Insurance Agents annual meeting in Manchester, Secretary W. H. Bennett of the National association cited four definite cases to illustrate his recent statement that the companies through the rules and regulations of their organizations were cutting down incomes and opportunities of local agents. He mentioned first the rule of the National Automobile Underwriters Association that company members may write finance company accounts without paying more than 2½ percent commission to one agent in a state. He said this rule was in direct violation of a written agreement made with the National association. The Pacific Board's rule permitting company members to cut rates in order to meet competition of the Pearl, Firemen's and other outsiders was promulgated to become effective at once although an agreement had been made by the Pacific Board not to make changes of immediate effect without consultation with local boards in Los Angeles, Sacramento and other cities and no consultation was held, said Mr. Bennett.

As a third illustration, he reviewed the action of the Eastern Underwriters Association in adopting and then rescinding its rule to put branch office agents on the same commission basis as regular brokers, non-policy-writing producers. The rule was rescinded before it went into effect. His fourth example was the taking of workmen's compensation state ordered rate reductions out of the local agents' share of the premium. Mr. Bennett placed special stress on the idea that these actions were organization actions and that when the companies wanted to cut into the agents' income they did so unitedly and not singly. He urged the agents to defend their own positions in unity following the example of the companies.

Criticism of rumor mongers, particularly among special agents in their conversations with agents, was expressed

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Indiana Association Chiefs



CHRISTIAN ZOERCHER, Tell City
New President



RALPH G. HASTINGS, Washington
Retiring President

At the annual meeting of the Indiana Association of Insurance Agents, Christian Zoercher of Tell City became head of the organization succeeding Ralph G. Hastings of Washington. Both men have been prominent in the local agency work and are held in high esteem.

Mr. Zoercher was born Nov. 15, 1878. At the age of 14 he entered the office of the Tell City "News" and at 20 became deputy county auditor of Perry county, serving eight years. When he retired from that office he became cashier for the Tell City Chair Company, serving six years. In 1912 he purchased the local agency of E. G. Huthsteiner and at the same time purchased the business of Philip Zoercher.

U. S. Court Clears Way for Rate Hearings in Missouri

STATE COURT REFUNDING HIT

"Fraud" Charge Before Federal Judges Draws Fire—O'Malley Strikes Hard in Cole County Motion

The special three-judge federal court in Kansas City that is considering the injunction suits of 137 companies to restrain Missouri state officials from interfering with the 16 2/3 percent increase in fire insurance rates put into effect in 1930, over the protest of the insurance department has set Nov. 9 as the date when it will hear arguments on whether the companies should continue to make deposits of the excess premium collections with the court. The court has impounded \$11,000,000 but the monthly payments due Sept. 15 and Oct. 15 have not yet been made.

The court has set Nov. 2 as the date when counsel for the companies and the Missouri department are to file reply briefs to the intervening petition presented to the court by R. M. Sheppard, attorney for several policyholders, who has resisted the proposed compromise of the rate litigation. Sheppard must file his briefs by Nov. 9.

Supreme Court Action

On Oct. 18 the Missouri supreme court declined to accept the compromise and will now pass on the rate case on the merits of the issues raised in the original proceedings before the Cole county circuit court.

A hearing before the federal judges was enlivened by arguments between Sheppard and attorneys for the department and the companies. The primary purpose of the hearing was to fix the dates for the filing of the briefs and to consider whether the impounding of the premiums should be continued. However, what took the time was the argument concerning the question of "fraud" that had been raised by Sheppard.

Barker Defends Compromise

John T. Barker, who has been directing the litigation for the department, defended the compromise as "eminently fair" and asserted if the settlement were accepted the companies would lose \$3,000,000 and there would be a rate revision and reclassification of risks that

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Farm Loss Experience Is Showing an Improvement

Several pertinent facts were brought out by V. N. Valgren in his paper on fire losses at the meeting of the farm fire protection committee of the National Fire Protection Association in Chicago. Farm buildings can be replaced now for approximately three-fourths of the 1929 cost so that in order to have the same volume of losses in dollars on farm buildings in 1935 as compared to 1929, one-fourth more buildings would have to burn. However, there was no increase in the burning ratio. The fire companies have written down the insurance on farm properties to correspond with the drop in cash value. The reduction in exposure has not accounted for the reduction in fire loss as there has been a decreasing percentage of loss on the written down insurance.

In a survey of 30 mutual farm fire companies' losses, Mr. Valgren found the loss for 1934 was equal to 21.6 cents per hundred dollars of insurance while the losses for the first nine months of 1935 equal only 12 cents per hundred dollars, a yearly rate of 16 cents. These figures indicate the necessity for an early revision of estimates for fire losses on farms and rural communities, he declared.

Twenty Years



LURTON H. STUBBS

There were a number of people present at the banquet in tribute to L. H. Stubbs of Cedar Rapids, Ia., head of L. H. Stubbs & Co., in honor of his 20th anniversary in the insurance business in that city. He was given a movie camera by those in attendance and was presented with an electric clock by H. T. Cartledge, deputy manager of the Royal-L & L. & G. group as Mr. Stubbs represents the Star. Others present were W. K. Maxwell, assistant manager Hanover; George H. Bell, western manager National; E. G. Frazer, assistant manager Springfield F. & M.; W. H. Hansmann, Chicago, vice-president Fidelity & Deposit; E. V. McKarahan, manager service department Home of New York, and the following field men: C. D. Wadsworth, Springfield F. & M.; O. J. Davis, Home; W. H. Harrison, National Fire; Claude Borrett, Hanover; W. W. Boardman, Star; Thomas C. Little, Home F. & M.; W. T. Shirley, New York Underwriters; W. K. Hankinson, National Fire, and W. L. Chase, marine department Home of New York at Kansas City. W. H. Hoblitzell, cashier of the bank at Lisbon, Ia., was present. L. Rubek, vice-president L. H. Stubbs & Co., A. C. Hoblitzell, secretary the Stubbs agency and Bob Marsh of the agency were present.

Mr. Harrison presided over the affair. Chief talks were made by Mr. Bell, Mr. Cartledge, Mr. Maxwell and Mr. Stubbs.

Pearl Opens City Office in Cleveland; Hawkins Head

The Pearl-American fleet will open a city office in the Cuyahoga building in Cleveland Nov. 1.

C. B. Hawkins, formerly a partner in the Fred P. Thomas Co., will be in charge. He has been prominent in the Cleveland fire insurance field for 16 years and is a graduate engineer of Case School.

While the home office headquarters of the Pearl-American fleet has been at 4300 Euclid avenue, Cleveland, for the past year, the companies felt that a downtown office would result in an increase in local business, in view of the improved economic conditions in the Cleveland district. The office will serve the various agencies now representing the companies. It is expected that insurance lines other than strictly fire and automobile will be handled by the new office.

Peoria Local Agents' Meeting

Lyle H. Gift has been elected president of the Peoria, Ill., Insurance Agents

Walter Meiss' Ability Is Recognized by His Group

HAS PERFORMED BIG SERVICE

Has Contributed Many Progressive Ideas to the Development of the Automobile Business

NEW YORK, Oct. 30.—In addition to his appointment as executive general agent of the London Assurance and the Union of Paris, Walter Meiss has been elected assistant secretary of the Manhattan F. & M. of this city. His connection with the London Assurance dates from 1919, when he was called to organize its automobile department. Previously he was associated with the North America.

Has Rendered Fine Service

While Mr. Meiss will continue direct supervision over the automobile business, he will also exercise general supervision over the field staffs of the three associated companies, both as to their fire and allied lines. A member of the eastern advisory committee of the National Automobile Underwriters Association, Mr. Meiss is likewise president of the Automobile Underwriters Club of New York. A close student of automobile underwriting, he assisted in devising the present popular comprehensive policy, and in conjunction with legal talent conceived and made available the automobile cancellation notice utilizing postoffice receipts instead of registered mail, effecting thereby a real saving to agents and companies in the termination of policies.

Mr. Meiss has been an ardent champion of agents in their effort to recapture automobile business from financing concerns, writing freely and addressing numerous agency gatherings throughout the country on the subject.

Connecticut Department's Ruling Is Made on Taxes

Commissioner Blackall of Connecticut has made a ruling on a tax question that has been a baffling one. He received an inquiry from a Connecticut company as follows:

"This company, being a Connecticut corporation, will have to pay a 2 percent tax on its net premium receipts for 1935, under the insurance company tax act of 1935, to the state treasurer of Connecticut. In view of this tax of 2 percent on premiums received by Connecticut corporations we would appreciate confirmation from you that companies ceding Connecticut business to us during the year 1935 will receive credit in their tax returns for such reinsurance. We ask for this confirmation so that we may advise our ceding companies of this important change and avoid any misunderstanding."

Ruling by the Commissioner

His reply was as follows:

"The tax provided for in Chapter 66a of the 1935 cumulative supplement is specifically imposed upon domestic insurance companies and does not relate to foreign companies writing insurance in this state. This means that the domestic companies to which foreign insurance is ceded will be required to pay a 2 percent tax upon net premiums on insurance ceded by out of state companies. It is entirely reasonable therefore that non-resident and foreign companies receive credit for these premiums in their tax returns to this department on Connecticut risks ceded to domestic companies, and I so rule."

Association succeeding J. Edward Martin. Leo L. Mauser was named vice-president to succeed Mr. Gift; William P. Brown was named secretary succeeding H. P. Woodward and Henry Wittick was reelected treasurer.

Membership of Standing Committees Is Announced

BAIR MAKES APPOINTMENTS

Priest, Sidney Smith, Midyette, Lipps, Hickman, Dodge and Cole Are the New Chairmen

NEW YORK, Oct. 30.—Personnel of the standing committees of the National Association of Insurance Agents for 1935-36 is announced by President K. H. Bair, with the following chairmen: Finance, Frank T. Priest, Wichita; membership, Sidney O. Smith, Gainesville, Ga.; legislative, Payne H. Midyette, Tallahassee, Fla.; fire prevention, Homer H. Lipps, Lewiston, Ida.; accident prevention, Col. Frederick Hickman, Atlantic City; publicity and education, Albert Dodge, Buffalo; advisory, Edwin J. Cole, Fall River, Mass.

Double Duty Men

It was in keeping with the idea of the executive officers that some of the standing committee work should be handled by members of the executive committee that Mr. Priest was retained as chairman of the finance committee, and Mr. Smith appointed chairman of the membership committee.

The recommendation of C. C. Mitchener, Marianna, Ark., former chairman of the committee on fire and accident prevention, that the committee work be divided was carried out, and both Mr. Hickman and Mr. Lipps have stated they are determined to enter vigorously into the duties, and to make their committees mean something. Request has

(CONTINUED ON LAST PAGE)

Carpenter Outlines Objectives in His Cleanup Campaign

Five clear-cut objectives in his "clean-up" campaign as California insurance commissioner were outlined by Samuel L. Carpenter, Jr., before the California Association of Insurance Agents in San Diego this week:

"That every licensed insurance carrier in California be at all times financially able to meet its policy obligations."

"That it shall be managed by officers whose purpose is to provide a real insurance service and to meet their moral as well as their legal obligations, and that these officers shall not be primarily engaged in the investment of its funds directly or indirectly for the officers' personal interests and to the exclusion or neglect of the companies' interest and that of its policyholders."

* * *

"That each carrier purposes to deal fairly with its agents and brokers if procuring its business through such sources, to the end that those sincere and upright agents and brokers who devote their time and interest shall have reasonable protection against the 'fly-by-night', 'curb-stoner', or the favorite son, bookkeeper or employee class whose sole insurance revenue is obtained from his employer's or family's business, thus creating in effect, if not in fact, a rebate on that business."

* * *

"That only those persons, firms or corporations shall be appointed and licensed as agents, brokers, or solicitors who are 'actively and in good faith' engaged in the insurance business."

"That such agents, brokers and solicitors are of good moral character, and have sufficient financial responsibility to pay their companies the premiums when due, and that they recognize both morally and under the law that premiums received by them are received in a fiduciary capacity."

There are many music lovers whose valued instruments should be insured under a Musical Instrument policy.



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ERNEST STURM, Chairman of the Boards
BERNARD M. CULVER, President

New York, N.Y.

NEW YORK CHICAGO SAN FRANCISCO

ATLANTA DALLAS MONTRÉAL

President K. H. Bair Points Out Close Interdependence

TALKS TO INDIANA AGENTS

National Agency President Commends the New Insurance Code of Indiana Recently Passed

President Kenneth H. Bair of the National Association of Insurance Agents in his talk before the Indiana agents meeting at French Lick Springs said that primary relationship of agents to their companies is individual. They are dependent on the companies to provide them with honest indemnity to sell, solvency, ability and the will to pay losses promptly and to provide forms of coverage in keeping with the demands of their clients. The companies depend on the agents to sell their policies honestly, keep their well being in the forefront and safeguard their interest as if it were the agent's own, as in reality it is.

Both Sides Need the Other

These things, he said, are fundamental and if either party to the partnership fails to measure up to full responsibility, he has no right to continue in it. Both sides need the other. Mr. Bair pointed out in what ways the companies and their organizations need the agents particularly and on the other hand, where the agents need the companies. He said that all these undertakings should be joint enterprises.

He called attention to the fact that in practically all states the business has met with determined opposition on part of company organizations to adoption of laws governing insurance, no matter how vital the necessity for such legislation. He said they oppose resident agency laws, mandatory examination of new applicants for agency licenses, standard policy forms, etc. He said general opposition is typical of their attitude. They do not hesitate, he charged, to align themselves with London Lloyds, mutuals and other strange bedfellows to accomplish their purpose.

Commissioner McClain Is Applauded

He commended Commissioner McClain of Indiana for bringing about the complete recodification of insurance laws in the state. He said Indiana is in the vanguard in this respect. He wonders whether the company organizations neglected to give their customary attention to Indiana.

He feels that the Indiana code is far in advance of insurance legislation in the majority of states. He said that the agents should get behind the commissioner and uphold him in enforcing the provisions of the code.

Wants Attitude Changed

President Bair said that a change must come and come quickly in this retarding attitude of the companies. He thinks that the insurance business is standing in its own light and is hampering all efforts to keep it in good public repute through the shroud of mystery with which it has surrounded itself these many years. He looks forward to the time when every state will have its company committee working with the state local agents' association committee to scan every measure presented or considered so that there may be a united front in meeting any situation.

Board Engineers at Work

NEW YORK, Oct. 30.—National Board engineers have completed their survey of Kearney, N. J. and are looking into conditions in Evanston, Ill., Huntington, W. Va., Hutchinson, Kan., and Seattle, Wash. Check-ups on previous surveys are in progress at Clifton and Passaic, N. J., Indianapolis and Mason City, Ia.

The Palmetto Mutual Fire of Sumter, S. C., has been licensed in its home state.

New President



FRANK ENGLAND, JR., Denver

Frank England, Jr., manager of the insurance department of Horace W. Bennett & Co., of Denver, well known real estate and investment firm, has been elected president of the Colorado Association of Insurance Agents. He attended the recent Rochester convention of the National Association of Insurance Agents. Mr. England has been president of the Denver Association of Insurance Agents.

Pieper in a General Agency

Former Rhode Island Group President Joins Hands with W. W. Wilder at Providence

E. G. Pieper, former president of the Rhode Island group, and W. W. Wilder, who has been in the insurance business in Providence for a number of years, have organized the firm of Pieper & Wilder of Providence to act as general agents for the Merchants & Manufacturers Fire, one of the Corroon & Reynolds companies. The firm will operate in Rhode Island. Mr. Pieper is widely known in insurance circles, having been in the business since 1889. At the age of 17 he became a clerk in the office of the old New York Bowery. He joined the Rhode Island in 1906 as secretary, later became vice-president and was chosen president in 1924.

Eye Explosion Rates After the Tragedy in Chicago

NEW YORK, Oct. 30.—The explosion in the Glidden Soya Products Co. plant in Chicago recently has prompted fire insurance executives to consider the explosion situation.

Some feel that the explosion hazard is not given enough weight in rate making and that there is a fallacy in continually cutting the rate or extending credits for fire insurance on risks containing an explosion hazard. The things that produce fire insurance rate credits, by and large, are not explosion preventives nor retardants and the excellence, from the fire insurance standpoint, of some construction may even cause explosion damage to be more severe.

Reducing the premium charge for fire insurance on superior fire insurance risks that offer an explosion hazard reduces the income regardless of how much of the premium is earmarked "explosion."

The Pioneer Mutual of Cambridge, Mass., which has been licensed in its home state, is writing at manual rates.

Nelson Tells Something About the Illinois Code

PALMER HAS SOME COMMENT

Insurance Department Officers Comment on the Revised Instrument Before the Special Session

R. T. Nelson, chief deputy of the Illinois insurance department, in his talk before the Illinois Association of Insurance Agents stated that the department thinks that no policy interest in Illinois is in jeopardy at this time. It has been the aim of the department to become responsible for Illinois companies. It has 24 examiners working on these companies. He said that the department had made a study to determine its rights under existing statutes. Then these were compared with the laws of other states. The department found it difficult to administer some laws owing to the fact that the basic ones were passed in 1869, and when amendments or substitutions followed, no study was made of the existing statutes and the effect on them. He said that other states are moving to recodify their laws, even New York taking this step. He explained that the department was interested in the reasons given for this action in other states and found they are the very ones that Superintendent Palmer announced as the motive for the Illinois code.

The present administration, he said, has endeavored to get the department in shape to function successfully and effectively.

Brokers and Agents Licenses

In referring to the revised provisions in the code regarding agents, brokers and solicitors licenses, he said that the main reason for the Sangamon county circuit court declaring the present act unconstitutional was that it was indefinite and vague and gave the superintendent too much power. The court held that the applicant did not have sufficient opportunity to justify his application. Mr. Nelson said that in the new provision this had been taken care of in the effort to eliminate the possibility of it being declared unconstitutional again.

Appeal Has Been Filed

The state has filed an appeal from the Sangamon county court, briefs have been made and all arguments given. Therefore the matter is now up to the supreme court. He said that if the Sangamon county decision is upheld and the new code is not passed, the licensing conditions will revert to what they were before the unconstitutional act was passed.

At the present time he said that the department is licensing all comers. Under the old conditions there was no license required for brokers and solicitors. He deplored what might happen if the new code was not passed and no provision was made for proper licensing.

Before the recent brokers and agents license law was enacted, there were 104,000 licenses issued. Following its passage there have been 74,000.

Comment by Palmer

Ernest Palmer, Illinois insurance director, in his talk at the banquet said that Governor Horner had been back of the insurance department's proposed insurance code 100 percent. The new code that was introduced this week, he said, is better than the one that was introduced at the regular session. Controversial matters that were brought up and the debates and hearings, he said, have been pretty well ironed out.

Referring to the London Lloyds section, he said that it has been revised so that it can be supported justifiably by everyone. He said there is enough in the code to elicit the support of all interests. The code, he said, should not

No Earthquake Insurance Carried in Helena, Mont.

SOME BUILDINGS BADLY HURT

Insurance Commissioner Holmes Gives Some Facts Regarding the Scope of Tremblors

HELENA, MONT., Oct. 30.—Insurance Commissioner Holmes in commenting on the earthquake says:

"Earthquake damage in Helena is estimated at \$2,500,000 to \$3,000,000 with very little earthquake insurance in force. Three days before our first hard quake of Oct. 11, there was a slight tremor which frightened an old lady and she thoughtfully went downtown and took out earthquake insurance. Her home was destroyed by the quakes of Oct. 18. After the quake of Oct. 11, several enterprising insurance men advertised earthquake insurance and did a little business. Practically no earthquake insurance had been carried in Helena.

"No buildings of modern construction, except schools, suffered more than minor damages, like plaster cracks and bricks off cornices. The west side, considered the best residential district, escaped with nothing more than damaged chimney tops. It is a different formation from the rest of Helena, in many instances bedrock being blasted out to make cellars. On the east side the formation is alluvial and damage was much more extensive. The same is true of the sixth ward district in the northwest part of town. Damage to the new \$500,000 high school building, occupied only this fall, is estimated at \$100,000. Another presumably modern school in the sixth ward is a wreck. The new high school was a PWA project.

No Fire Damage

"We have not had a fire since the quakes with damage of more than \$25. One colored drug addict and a transient were killed, so no life insurance is involved. We have had 450 quakes since Oct. 11, of varying intensity, but only the two of major proportions. Some of the others, however, have been beneficial in that they have revealed damage theretofore unobserved. Experts advise tremors may be looked for for an indefinite period, but of a minor nature.

"The Red Cross official in charge says his experience here is different from that of any other disaster. People are going right ahead on their own without waiting for relief or assistance and that instead of being swamped with supplicants, it looks like the Red Cross will have to go out and find the cases. He was told this attitude is a survival of the old pioneering spirit."

be condemned because some organization or insurance man does not like one section. He should look at it, Mr. Palmer said, as a whole. The agents and brokers' license act has been bolstered up to overcome the decision of the Sangamon county circuit court. The department, he said, is now licensing all comers. He said that unless the code be passed the agency license situation will revert to its primeval form. Mr. Palmer said that he tried to be fair to every kind of carrier. While he was originally associated with stock companies he said it would be entirely out of order for him to favor them at the cost of others. He insisted on insurance people taking a real breadth of view as to the code, he pointing out the necessity of codification of the laws and revisions of many of them.

The insurance department, he said, has cleaned up many bad situations. It is now respected in all the states.

The Paper Mill Mutual of Boston has been admitted to California and the Allstate Fire of Chicago has filed an application.



EVERY month agents of Companies in the Royal-Liverpool Groups receive a complete mail campaign featuring a timely coverage. Attractive and forceful advertising folders, carefully prepared sales letters, permit-type reply cards, all imprinted and ready for mailing are presented — and enthusiastically used. One agent wrote 20 policies as the result of mailing our Collision insurance material to 100 prospects! Why not investigate these and other sales and underwriting facilities offered by Royal-Liverpool Companies?

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 FEDERAL UNION INSURANCE COMPANY • THE NEWARK FIRE INSURANCE COMPANY • ROYAL INSURANCE COMPANY, LTD. • STAR INSURANCE COMPANY OF AMERICA

Northwest Old-Timers Revive the Days Gone By

At the annual banquet of the Life Members Society of the Fire Underwriters Association of the Northwest in Chicago this week, a movement was started that may eventuate in the re-credescence of the famous old "Northwest Association." Some of the speakers deprecated the discontinuance of the meetings of the organization, feeling that a great mistake was made and suggesting that the time had come for taking the association out of the depression and starting it again on the highway of usefulness. On motion of W. B. Flickinger of the North America, the new officers and executive committee were instructed to study the question to see whether a revival of the organization was feasible and practical.

W. C. Leach New President

W. C. Leach, president Minneapolis Fire & Marine, was elected president, succeeding W. L. Lerch, manager Underwriters Grain Association of Chicago. R. F. Woltersdorff, assistant manager of the Atlas, was chosen first vice-president, and W. L. Ely, Monroe City, Mo., retired state agent North America, second vice-president. W. J. Sonnen of Chicago, St. Paul Fire & Marine, was re-elected secretary and treasurer, and Holger deRoode was chosen again as secretary emeritus.

There was a larger attendance than heretofore of outside members. T. J. Houston, Chicago adjuster, and Melvin LePitre, assistant manager Fire Association, responded for the new class that had rounded out 25 years of membership. R. C. Hosmer, president Excelsior of Syracuse, spoke for the new associate members who had reached the 20th milestone. Brief talks were made by W. C. Leach of Minneapolis, president Minneapolis Fire & Marine; C. M. Cartwright, THE NATIONAL UNDERWRITER; Assistant Manager W. K. Maxwell, Hanover Fire; C. F. Barnard, San Francisco, retired manager Western Adjustment at Cleveland, and Fred W. Bowers of Babson Park, Fla., retired vice-president Connecticut Fire.

Report of the Secretary

Secretary W. J. Sonnen in his report stated that when the Northwest association discontinued its meetings it had 1,197 members. There are now 993 left in good standing. There are 459 life members including associate members. Mr. Sonnen has collected 612 brief biographical sketches of members. The oldest living member entered the organization in 1879, he being H. F. Atwood, St. Petersburg, Fla., former president of the old Rochester German. Holger deRoode of Chicago, retired Chicago agent, is the next oldest member, entering in 1880. Then comes H. B. Washington, Brooklyn, who entered in 1882, he having been connected with the Hamburg Bremen for many years. In the class of 1883 are O. C. Kemp of Battle Creek, Mich., former western general agent at Chicago, and L. S. McWilliam,

Chicago adjuster. In the class of 1885 there still survives S. D. Andrus of Detroit. J. A. Kelsey, U. S. manager of the Tokio; D. W. Redfield, Los Angeles, former western manager of the Pennsylvania, and Fred W. Lee, former field man of the New Hampshire in the west, constitute the 1886 men. Next comes Joseph H. Lenehan, Joliet, Mont., who entered in 1887.

Treasurer R. A. Buckman of the Northwest association reported in the treasury \$6,283.82.

Among those attending outside of Chicago, in addition to those already mentioned as participating, were O. E. Green, Indiana special agent Providence Washington; E. S. Phelps, Burlington, Ia., former president Northwest association; George P. Kessberger, Detroit, adjuster; Gustav Schmemmann, Detroit local agent; A. J. Knaak, Michigan state agent Connecticut Fire; W. T. Benalack, secretary Michigan F. & M.; H. G. Casper, United States manager Eagle Star & British Dominions; W. J. Gilsdorf, Ohio state agent North America; W. B. Calhoun, Milwaukee agent; R. T. Gravenstine, Wisconsin state agent Hanover; George H. Hannan, manager Wisconsin Audit Bureau; F. F. Gordon, Wisconsin state agent, and P. F. Lewis, Wisconsin special agent Boston and Old Colony; H. E. Nurnberg, Milwaukee adjuster; R. L. Nicholson, Milwaukee state agent Michigan F. & M.; A. B. Merchant, Peoria, Crum & Forster; H. B. Doten, former field man, now manager Monterey Hotel, Janesville, Wis.; C. W. Hutchinson, Wisconsin special agent N. B. & M.

Mr. Leach in his talk stated that of the old Minn-Dako-Wis Tribe with 72 original members, there are nine living. Of the famous Montana Pioneers, he and Mr. Lerch are the only survivors.

Opens Office in Maine

F. W. Williams, independent adjuster for many years in New York City, will open an independent adjusting office in Belfast, Me., Nov. 15. He is closing his New York office.

Southern California Forest Fire Loss May Be \$250,000

SAN FRANCISCO, Oct. 30.—Incomplete estimates on fire losses in the southern California forest fires point to a possible insurance loss of \$250,000, being about 10 percent of the estimated property loss of \$2,500,000. The fire was still burning over a large area Monday, with indications that it will not be under control for several more days.

Among the larger losses reported are the La Vina Sanitarium at Altadena, the Lionel Atwell home and the home of Laura La Plante, motion picture stars. These will account for more than \$100,000, according to meager advices. The homes of the two movie stars were located in the canyon outside of Altadena, where more than 100 dwellings were destroyed, most of them uninsured and more or less of the summer cabin type. However, reports received here are that about 30 of these homes were insured and, like the larger ones mentioned, will be total losses.

Owing to the continued danger from fire, adjusters have not been permitted to go through the fire lines, being forced to be content with reports brought down by fire-fighters.

Building Loss in Los Angeles

An interesting feature of the fire in the vicinity of Altadena is the number of windstorm losses which are being received by a number of the offices under the "seven-point" supplemental coverage. Although none of these losses have so far reached any great sum, there are as many as 25 or 30 of them being received by several of the companies.

The explosion in the Norton building in Los Angeles, the same day the forest fires started, will develop a loss of about \$50,000, it is estimated. The building is covered with \$100,000, with about a 10 percent loss, mostly from smoke. The bulk of the losses will develop from the occupancies, the principal one being the ground floor store of the Owl Drug Company with an estimated loss of \$5,000.

Some managers place the entire loss in the Norton Building fire, including both the building and contents, as high as \$150,000 with \$75,000 on the building itself.

Progress in Cooperation Is Seen by Joy Lichtenstein

TALKS TO CALIFORNIA GROUP

Agents and Companies Are Uniting to Solve Common Problems in Conference

Progress is being made toward closer cooperation of agents and companies, said Joy Lichtenstein, president Pacific Board and Pacific Coast manager of the Hartford Fire and Hartford Accident, in his talk to the California Association of Insurance Agents at San Diego this week. Mr. Lichtenstein has attended the gatherings of four other Coast state associations and noted the closeness and harmoniousness of the contact between agents and company representatives. He told of the progress of the California association's and the Pacific Board's conference committees. The two groups are meeting in mutual confidence, respect and harmony. Mr. Lichtenstein predicted that a foundation is being laid which will endure. The Pacific Board committee has agreed to consult the agents' committee before any important action affecting common interests is taken. However, the company men cannot make any promise of conforming in every instance to the agents' desires although they will be given most serious consideration. Mr. Lichtenstein paid tribute to the California association's

(CONTINUED ON LAST PAGE)

Agents Press for Decision

Jackson, Miss., Producers Are Exercised Over Operations of Mississippi Insurance Corporation

Decision in the effort of the Jackson, Miss., local board and Mississippi State Association of Insurance Agents to induce the Mississippi Insurance Corporation to separate its investment and insurance services is expected to be announced this week by J. C. McGee, vice-president and general manager of the corporation. The agents associations contend it is not an insurance company but is a financial corporation. It has been variously reported Mr. McGee would go into the investment end of the business, and that he would be manager of the insurance agency.

The board and association contend that the companies in the agency are represented by board members in other sections of the state and nation, and therefore should be in Jackson. The agents' "big stick" over companies in the Mississippi Insurance Corporation is their threat to boycott the companies in other cities, where they now enjoy board privileges.

These companies are: London Assurance, Firemen's, Great American, Mechanics & Traders, Fire Association and National Union, American Bonding, New Amsterdam Casualty, Hartford Accident and American Surety.

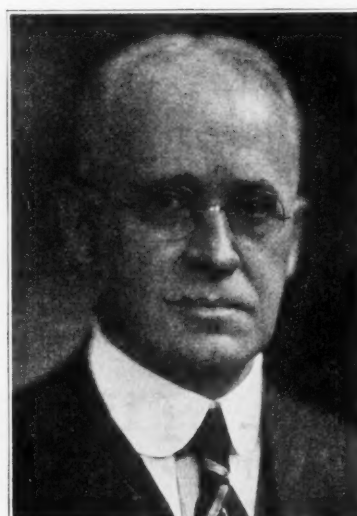
Interest in the issue has spread throughout the nation. The Mississippi agents' complaint against the corporation seems destined to be a test case. Mississippi agents accept no members save those of a bona-fide insurance agency, and they contend that the companies mentioned are showing discrimination in Jackson and creating too great competition by planting with a company which has an investment end.

Reid-McGee, investment-bankers, are affiliated with the Mississippi Insurance Corporation. Should the division come, it is presumed in Jackson insurance circles that one Mr. McGee would take over the insurance end, and the other the investment. At present J. C. McGee is vice-president and general manager, H. G. McGee secretary, and J. W. Hardin, cashier.

Officers of Life Members Society



W. C. LEACH, Minneapolis
New President



WILLIAM L. LERCH, Chicago
Retiring President

W. C. Leach, president Minneapolis Fire & Marine, who served the Life Members Society of the Fire Underwriters Association of the Northwest as vice-president last year, was elected president at the annual meeting, succeeding W. L. Lerch of Chicago, manager Underwriters Grain Association, who officiated at this year's dinner.

Western Conference of Commissioners Meets

The first meeting of the Western Conference of Insurance Commissioners was held at Phoenix, Ariz., last Friday and Saturday. The conference is composed of 11 Pacific coast and mountain states, Arizona, California, Colorado, Idaho, Montana, Nevada, New Mexico, Oregon, Utah, Washington and Wyoming. Commissioner John J. Holmes of Montana is president; E. A. Smith, Jr., Utah, secretary, and H. C. Schmidt, Nevada, treasurer. The host commissioner was George Brown of Arizona.

PUBLIC ENEMY

No 2

Motor Accident

COMMON ENEMIES TO GUARD AGAINST

- | | |
|-----------------------|----------------------------|
| 1 FIRE | 9 LIGHTNING |
| 2 MOTOR ACCIDENT | 10 MARINE DISASTER |
| 3 WINDSTORM & TORNADO | 11 RAILROAD WRECK |
| 4 PERSONAL ACCIDENT | 12 FALLING AIRCRAFT |
| 5 SICKNESS | 13 EXPLOSION |
| 6 DAMAGE CLAIMS | 14 RIOT or CIVIL COMMOTION |
| 7 BURGLARY | 15 EARTHQUAKE |
| 8 ROBBERY | 16 FORGERY |
| | 17 DISHONESTY |



In these days of crowded highways and fast motor cars it takes but a **SPLIT SECOND** of carelessness or poor judgment to cause accidents so tragic as to mar all the rest of life. Suffering, disfigurement, death are but a few of the **DEMONS** hidden in the split second that divides safety from calamity. Insurance can guard against financial loss but nothing can alleviate the endless regret at some needless disaster caused by carelessness.

LOYALTY GROUP

Firemen's Insurance Company of Newark, N.J.
The Girard Fire & Marine Insurance Co.
The Mechanics Insurance Co. of Philadelphia
Superior Fire Insurance Company
The Metropolitan Casualty Insurance Co. of N.Y.

ORGANIZED
1855
1853
1854
1871
1874

Milwaukee Mechanics Insurance Company
National Ben Franklin Fire Insurance Co.
The Concordia Fire Insurance Co. of Milwaukee
The Capital Fire Insurance Company
Commercial Casualty Insurance Company

ORGANIZED
1852
1866
1870
1886
1909

WESTERN DEPARTMENT

844 RUSH STREET, CHICAGO, ILLINOIS
CANADIAN DEPARTMENT
461 BAY STREET, TORONTO, CANADA

EASTERN DEPARTMENT

10 Park Place
Newark, New Jersey

PACIFIC DEPARTMENT

220 BUSH STREET, SAN FRANCISCO, CAL.
SOUTH-WESTERN DEPT.
912 COMMERCE STREET, DALLAS, TEXAS

AS SEEN FROM CHICAGO

SMITH IN CHARGE OF OFFICE

A. L. Smith, formerly connected with the Motor City Agency and Managing Underwriters Corporation of Detroit, has joined the D. F. Broderick agency, general agent Fireman's Fund in Chicago, as of Nov. 1 to become branch manager. The agency is to move soon from A-838 Insurance Exchange to larger quarters in A-1168. Mr. Smith's last connection was with the NRA code authority for Arkansas.

* * *

APPROVE BY-LAW AMENDMENTS

Two amendments to by-laws were acted upon by the Chicago Board at its quarterly meeting and continued through the record for vote of members not attending. Vote of members present was unanimous. The first amendment changes Section 2 on the contingent commission agreement in the hand book by taking out Section "d" and substituting that at expiration of the contingent year, the company within reasonable time will make up a contingent account according to formula provided in the agreement. It is provided that

if the agency and/or the agreement be terminated at or prior to expiration of contingent year, the contingent commission is not to be computed until the end of the full contingent year and then according to the formula provided in the agreement. (The old provision was for computation by deducting from premiums written by the agency during the year all losses, expenses and other deductions).

The new provision is that on termination of the agreement or the agency, the agency shall be permitted to continue the contingent period for one contingent year following the end of the contingent year in which the agreement or agency is terminated, and the agency then will be entitled to any further contingent commission computed according to the formula provided in the agreement for one additional contingent period of one year, or in consideration of a final settlement at end of the contingent year in which the agreement or agency is terminated, the agency in computing contingent commission according to formula shall be entitled to reduce premium reserve charge from 50

percent to 25 percent and then have no further claim on the company. The new provision permits two methods of computing contingent commission when the contingent agreement is terminated.

The second amendment revises Section 2, page 167 in the hand book, striking out "buildings, leaseholds, rents, furniture and fixtures and household furniture only," and substituting "buildings, furniture and fixtures, and machinery, leaseholds, rents, use and occupancy and household furniture." This permits payment of brokerage to real estate broker members on additional classes, such as, machinery and use and occupancy.

Four directors were elected, one being G. A. Rapp, head of his own agency, to serve the unexpired term of I. C. Darling, resigned. The others are E. A. Henne, America Fore; J. I. Loeb, Associated Agencies, and J. M. Newburger, Newburger & Co. L. M. Drake of Critchell, Miller, Whitney & Barbour, read a memorial for the late J. J. Van Every of Haskell, Miller, Grossman & Co., who died in July. He was first secretary of the Illinois Association of Local Fire Insurance Agents when it was organized Aug. 7, 1899, and served actively on various committees of fire insurance organizations, including the patrol committee.

* * *

R. E. HANIFIN OPENS AGENCY

R. E. Hanifin, until recently manager Central Mutual Plate Glass, Chicago, has resigned and opened his own general agency in room 466 Insurance Exchange operating as R. E. Hanifin Company. He represents the Commercial Casualty, Milwaukee Mechanics and Girard Fire & Marine. Other company connections are contemplated. The office has facilities for writing all classes of insurance. Mr. Hanifin has been in the local agency and company end in Chicago territory for 15 years. His telephone number is Harrison 3334.

* * *

TO OPEN UPTOWN OFFICE

Martin A. Zitzmann, who is resigning as manager of the Guardian Life at 100 North LaSalle street, Chicago, will remain in that office until Dec. 1. At that time he will open an uptown office at Lawrence and Broadway in Chicago where he will be located, conducting the firm of Martin A. Zitzmann & Co. and doing a general insurance business. Mr. Zitzmann has a large life insurance clientele and he will specialize on life insurance but will write all other lines.

* * *

LADD'S MOTHER IS DEAD

Arthur A. Ladd, broker associated with the A. D. Kuhns Agency in Chicago and formerly for many years an independent adjuster, is bereaved by the death of his mother, Mrs. Belle Ladd at Bronson, Mich. Mrs. Ladd lived in Chicago 50 years.

* * *

BROKERS TO HOLD MEETING

R. M. Redmond very probably will be reelected president of the Insurance Brokers Association of Illinois, which will hold its annual meeting in the Chicago Board auditorium the afternoon of Oct. 31. Officers of the association are elected by the new directors shortly after the annual meeting. The nominating committee slated for reelection eight directors whose terms expire. These are: F. C. Bracken, J. J. Garrity, J. L. Gill, J. H. Moore, A. S. Schwartz, past president; Joseph Schwartz, J. H. Slagle, past secretary, and J. M. Timmons. Nominations will be made from the floor to fill four places on the board made by increase of that body from 26 to 30 members. A number of important subjects will be taken up, including the effort being made by a special committee to induce the Chicago Board to amend the rules by inserting a section which will permit brokers to meet competition of non-board companies on single occupancy risks of substantial size. It is proposed to allow a credit on such risks for good housekeeping. The Chicago Board did not discuss or

take action on this plan at the quarterly meeting last week but is said to have it under consideration by a committee. Brokers are much concerned over the issue, as they claim to be losing many select risks of this class and, without a change in board rules can do nothing about it except go non-board.

* * *

ERICKSON SLATED FOR PRESIDENT

E. W. Erickson, special agent of the Aetna Fire, is slated for election as president of the Cook County Field Club at the annual meeting Nov. 4. His name heads the administration slate reported by the nominating committee. Myron Pedersen of the Glens Falls was nominated for vice-president, E. F. Fromm of Critchell, Miller, Whitney & Barbour, for reelection as secretary-treasurer. A. H. Wishard, retiring president, is slated to go on the board succeeding Mr. Pedersen. Other directors nominated are: Harold Hilton, Critchell, Miller, Whitney & Barbour; W. T. Bisbee, manager Chicago brokerage department Fred S. James & Co.; H. M. Abernethy, Glens Falls; E. A. Birkemeier, Fireman's Fund, and P. J. Shanahan, L. E. Yager & Co. A resolution is to be presented by the board relations committee to request the Chicago Board to distribute advisory rate books to all class 2 agents, pointing out they are held to strict compliance with the rules but do not have copies of the rule book. There are about 2,200 class 2 agents listed by the board. The board relations committee consists of L. P. Warren, Associated Agencies; C. M. Hayden, Glens Falls, and J. J. Ferguson, Fireman's Fund.

The annual jollification is to be held in December, the date not having been selected.

* * *

EXAMINERS TO HEAR THOMAS

Charles F. Thomas, manager of the Western Underwriters Association, will speak before the November meeting of

225TH ANNIVERSARY



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Cheeses

FOR clients, employees, your entire list of friends (and don't forget yourself) — an assortment of these rich, rare cheeses which the Swiss Colony has so carefully aged in the old-time manner. Swiss, Brick, Limburger, Berne, Old Heidelberg, Camembert — all are included. Two assortments — \$2.25 and \$3.30, postage included. Money back guarantee. Send in a trial order.

Pictured below the \$3.30 package. Smaller box, \$2.25.

Swiss Colony
LITTLE SWITZERLAND
MONROE, WISCONSIN

the Chicago Examiners Association, which will be held on Nov. 21 in De Met's restaurant in the Board of Trade building. Mr. Thomas will speak on "Organization in the Insurance Business."

R. J. Bothwell of the America Fore group, president of the Examiners Club, has announced that the November meeting will be the annual managers' night. Managers of the western, Chicago and Cook county departments represented by the members of the association are specially invited to this meeting and usually a large number of them attend.

* * *

WISCONSIN MEN FOREGATHER

Last Monday the Wisconsin Fellowship Club of Chicago, composed of former insurance people who traveled or did business in Wisconsin in years gone by, had as its guests some Wisconsin insurance residents. H. L. Dalton, the adjuster, is president of the club. The guests were Fred F. Gordon, Wisconsin state agent Boston and Old Colony; P. F. Lewis, special agent of the Boston and Old Colony in Wisconsin; R. T. Gravenstine, Wisconsin state agent Hanover; C. P. Helliwell, Wisconsin general agent New Brunswick, and most loyal grand wielder of the Blue Goose; Fred Barnes, former state agent of the North British & Mercantile, and W. B. Calhoun, Milwaukee agent.

Those at the luncheon aside from President Dalton were Eugene McAdow, Great American; Clarke Munn, Cook County Loss Adjustment Bureau; Clent E. Wheeler, Hartford Fire; F. D. Yeaton, New Hampshire; E. G. Frazier, Springfield F. & M.; Ralph Woltersdorff, Atlas; T. S. Moss, Hartford Fire; M. F. Hegler, Western Factory; P. C. Metzger, London & Lancashire.

* * *

ROUND TABLE FESTIVITIES

The annual activities and dinner of the Round Table of the Union League Club in Chicago will be held Dec. 12 this year. W. R. Townley is president and Carl H. Ingram, Great American, is scribe.

* * *

W. J. Kulp, manager of the Mountain States Inspection Bureau of Denver, is in Chicago this week.

COMPANY NEWS

Globe of Oklahoma in Court

OKLAHOMA CITY, Oct. 30.—The district court here has deferred action on a petition filed by a group of stockholders of the Globe Fire of Oklahoma City, asking for recovery of assets. A hearing is set for Nov. 9 on an application for removal of Clifton Ratliff as receiver.

Mr. Ratliff announced that a 100 percent reinsurance contract had been entered into with the American Protective Association of Oklahoma for policies covering loss of use of automobiles and with the Union of Paris for fire and tornado business and also for fire and theft on automobiles.

N. Y. Underwriters Examined

The report of the New York department on the examination of the New York Underwriters as of March 31, 1935, shows assets \$7,280,685, liabilities except capital \$1,114,021, capital \$2,000,000, surplus, \$4,166,664.

New Mutual Licensed

The Farmers Union Industries Mutual, a subsidiary of the Nebraska Farmers Union, with a membership of 15,000, has been licensed in Nebraska. Its headquarters will be in the Union Exchange, Omaha, and the chief business will be to write coverage for all farmer and co-operative owned elevators in the state.

Adopt Non-assessable Forms

STEVENS POINT, WIS., Oct. 30.—Policies of the Hardware Dealers

Mutual Fire and Mutual Casualty will be issued on a non-assessable basis, effective Jan. 1, 1936. Special meetings of policyholders were held here to change the articles of incorporation and by-laws to permit the issuance of non-assessable policies in practically all states, including Wisconsin.

Sue to Collect Assessments

Counsel for the Pigeon Mutual Fire, Pigeon Falls, Wis., has filed 39 suits in justice court at Whitehall, Wis., to collect assessments against policyholders. It is reported that the mutual's losses

have been so heavy as to make assessments necessary. About 300 policyholders have failed to pay the assessments, and similar court actions have been started at Arcadia, Black River Falls and other points.

New Washington Committees

SEATTLE, Oct. 30.—In addition to the usual committees, George R. Thieme, new president of the Insurance Agents League of Washington, announces two new ones, a traffic safety committee and a school survey committee, which will survey the schools to see

if any rate reductions can be obtained.

The traffic safety committee is headed by H. N. Mann, Tacoma. On the school survey committee are W. E. Meek, Seattle, chairman; Percy J. Perry, Seattle, and M. C. Baldwin, Everett.

Harry E. Briggs, Seattle, is chairman of the contact committee, which also includes R. J. Martin, Spokane, and W. W. Miller, Yakima. Other committee chairman are: Legislative, E. R. Bowden, Seattle; editorial board, O. D. Starr, Seattle; finance, B. R. Hillen, Seattle; membership, J. M. Blair, Puyallup; acquisition cost, C. B. White, Seattle.



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PROGRESSIVE AGENTS who endeavor to keep up to date on developments in the business find Millers National fieldmen particularly well informed. Their assistance to the producers on the firing line is a capital feature of Millers National service.

Averaging twenty odd years of practical insurance experience, our staff of fieldmen are qualified consultants. They are men with executive authority, discriminately selected for their experience and ability.

They are equipped to pass along helpful

ideas on everyday agency problems as well as information on the technical phases of insurance. They know how certain agents successfully sell different kinds of policies, how others solve their collection problems, and others save time and confusion by improved accounting systems. This information comes from contacts with many successful agents, and is yours for the asking.

We want you to know the Millers National fieldman in your territory. With your permission we shall ask him to call on you.

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MILLERS NATIONAL INSURANCE COMPANY • CHICAGO

Seventy Years of Service and Security

NEWS OF FIELD MEN

Death of Iowa State Agent Aggressiveness Urged by Hale

**Ray W. Miller of Webster City, Ia.,
Travelled for the New Hampshire
for 20 Years**

Ray W. Miller of Webster City, Ia., state agent of the New Hampshire Fire group, died last week at the age of 48. He was in the Mayo Clinic at Rochester, Minn., and his death was due to cancer. Mrs. Miller had been with her husband at Rochester. Mr. Miller had been seriously affected for the last several weeks and three weeks ago he was taken to Rochester. He was stricken two years ago and had undergone treatment and operations at Rochester at intervals since. His condition became steadily worse and in June of this year he returned to Rochester for a final treatment.

He had served the New Hampshire Fire as state agent for 20 years. He was born in Webster City. After leaving high school he was a traveling salesman for a wholesale grocery firm, going over western Iowa and South Dakota. Later he became special agent for the North America. In 1915 he became state agent of the New Hampshire Fire. In 1916, Mr. Miller became associated with a new local agency at Webster City, Currie, Miller & Boeye. In 1919 it was consolidated with the Crosley Investment Company and in 1921 Mr. Miller retired from the firm to establish his own agency, known as the Ray W. Miller Company. During the old days he was closely associated in a personal way with the late George Crosley, well known insurance man of Webster City. Aside from Mrs. Miller, he is survived by his son, Walter and a daughter, Elizabeth, who is a senior at the University of Wyoming. John R. Oakes of Webster City is special agent for the New Hampshire group in Iowa.

A. D. Yeaton of Chicago, western general agent of the New Hampshire, and John R. Oakes, Iowa special agent, represented the company at the funeral Tuesday.

School Principal K. C. Speaker

"Obligations of the Citizens of Kansas City Toward Youth," was the subject of O. N. Day, school principal, at the Blue Goose luncheon there Oct. 28. Mr. Day drew a comparison between fire insurance men, whose effort is to prevent disastrous fires, and school officials, whose duty it is to prevent youth from straying into crime, etc.

Al Polsz, Hanover, was chairman. About 50 attended.

The Kansas Blue Goose will hold a dinner-dance Nov. 4 at the Topeka Country Club. J. G. Updegraff, Royal state agent, is chairman of the entertainment committee.

**Meet Demands of Market, Cleveland
Field Men Told—Progress Meets
with Too Much Opposition**

More aggressive development of property insurance was urged by Clayton G. Hale, Cleveland local agent and insurance professor at Fenn College, before the Cleveland Field Club. Mr. Hale said there has always been much opposition to progressive developments in insurance business such as the adoption of the standard fire policy, the establishment of state insurance departments, etc. Insurance buyers are constantly demanding that the coverages be properly adapted to their needs. Considering these changes the difficulty was in distinguishing the fundamental principles that must be kept and those which can be discarded. There are many points in which field men can develop more aggressiveness and in which they can bring about a more liberal view on some of the fetishes that have long been adhered to by underwriters. For example, he said, "We have maintained the smug position that a bailee may not cover the property of others unless he is legally liable for it, notwithstanding that he may insure for the account of whom it may concern. If the plate glass policy can cover fractures and lettering on glass and acid thrown against the glass, it ought also to cover scratching of the surface of the glass," declared Mr. Hale.

Credit for Two Plants

"If an assured has two plants, each performing all of his processes, why should this not reduce his use and occupancy cost. Why do our uniform forms insist upon saying 'detached platforms; also while on platforms in contact with above described building,' rather than just 'platforms'? Is there some third kind of platforms which are neither detached or attached?"

"The companies are a bit too slow in reducing windstorm rates on dwellings or household goods, permitting in the Cleveland territory, for example, a windstorm rate that is nearly twice the fire rate," declared Mr. Hale. "The cutting of the wind rate, with the writing of four times as much business with a better insurance to value and a better spread, would make the companies considerable more money," he declared. "The same could be applied to residence burglary insurance." Mr. Hale believes that the electrical exemption clause ought to be unnecessary in policies on one family dwellings, as it only leads to bickering with the assured.

The insurance men are on the defensive in all these matters, being badgered slowly backward into a corner by

customers and competitors until they are forced to yield. Mr. Hale suggested a remedy for the cigarette scorch losses which have been a sore spot in the business. He said all policies should be endorsed to exclude cigarette losses under, say, \$25, rather than to wriggle around in the adjustment procedure.

Field men should assume the offensive rather than to play nurse to a lot of chronically sick balances and perform other details that do not indicate a broad application to the insurance business.

Hubbard Takes Illinois Post

**Becomes State Agent of the Boston and
Old Colony with Peoria as
Headquarters**

G. L. Hubbard has been appointed Illinois state agent of the Boston and Old Colony, succeeding W. G. Carpenter of Peoria, who has resigned. Mr. Hubbard will make his headquarters at Peoria. He was formerly connected with the western department of the North America and later became office manager for the Chicago agency of Bartholomay-Darling Company. Later he became Michigan state agent for the National Union Fire with headquarters in Grand Rapids. A few months ago he resigned that position and was succeeded by John Baker, formerly of the Home.

Form Public Speaking Class

A public speaking class has been organized in the Sunflower puddle of the Blue Goose at Wichita, Kan. An organization meeting was held at the office of W. R. Kirk, North British state agent and secretary Kansas State Fire Prevention Association. Ten bi-weekly classes will be held under the direction of A. N. Booth, secretary of the fire prevention committee of the Wichita chamber of commerce. Many field men and inspection bureau men have joined the class.

State Agent Parker Injured

E. E. Parker of Chicago, state agent of the National of Hartford group in Illinois, is in the Augustana hospital of his city as a result of injuries received while riding horseback in Lincoln Park in Chicago when an automobile struck his horse. He sustained a broken shoulder, skull injuries and was badly shaken up. He will probably be in the hospital for a couple of weeks more.

Award Iowa Life Memberships

Every field man who attended the stag party arranged by the Iowa Blue Goose at Waterloo, Ia., was served with a whole wild duck. Fifty-five attended. H. Verne Myers was toastmaster and chairman. Ben Swisher, Waterloo attorney, discussed economic conditions. Life memberships were awarded to Carl Miller, Waterloo; W. M. Palmer,

Treasurer



MARTIN MULLALY, Muskegon, Mich.

Martin Mullaly of Muskegon, the new treasurer of the Michigan Association of Insurance Agents, is a past president of his local board. He is serving now as treasurer of the local board. For two years he was on the governing committee of the Michigan association. He has been a member of the agency firm of Campbell, Mullaly & Meier of Muskegon since 1921. He is past commander of the American Legion in Muskegon.

Des Moines; Ralph MacIntosh, Los Angeles, and Abner Upham, Des Moines, all now retired, in recognition of 20 years' membership.

Field Men Seek Village Posts

R. S. Winnard, Ohio state agent Fire Association, is a candidate for city commissioner of Upper Arlington, a suburb of Columbus. Election may carry with it the mayoralty of the village. J. P. Hershberger of the Royal is a candidate for member of the board of education of the village.

To Honor Iowa Veterans

DES MOINES, Oct. 30.—In accordance with the usual custom Iowa field men have selected a committee to arrange for recognition of field men who have completed 25 years of continuous service with one company in the state. J. C. Stuart, state agent Aetna Fire, Des Moines, has been selected as chairman.

Town Inspections Scheduled

There is to be an inspection of Port Huron Nov. 14 by the Michigan Fire

The INDIANA INSURANCE COMPANY

writing

Fire, Windstorm, Plate Glass and Automobile Insurance
(all coverages)

announces

**The removal of its Home Office to
Third Floor, Consolidated Building, Indianapolis**

Pink Threatens Regulation of the Public Adjusters

NEW YORK, Oct. 30.—The New York department is seriously considering requiring public adjusters to take written examinations to weed out the unfit and may recommend legislation requiring public adjusters to file bonds for faithful performance, Superintendent Pink declared in addressing the General Brokers Association dinner this evening.

"Probably no branch of the insurance is in such low repute as that of public adjuster," Mr. Pink said.

"There is a real need for the public adjuster in intricate cases and he can be of great service to the assured. While many are competent, trustworthy and honorable, the public adjusting business is viewed by many as somewhat of a racket."

Prevention Association. R. E. Vernor, Western Actuarial Bureau, will speak.

The Iowa Fire Prevention Association will conduct an inspection of Ottumwa, Nov. 6-7. Speakers will include Mr. Vernor and Smoky Rogers. There will be an inspection of Boone, Ia., soon after the first of the year.

The Kansas Fire Prevention Association held an inspection at Hiawatha and will hold a similar inspection at Independence Nov. 13, with "Smoky" Rogers featured.

Clarke Smith Is Promoted

Clarke Smith, who for several years has traveled some southern states as special representative of the Royal, has been transferred to the New York office as assistant superintendent of the special service department of the fire companies of the Royal-Liverpool groups.

Munson Goes to Indiana

Merritt Wood of Lafayette, Ind., special agent of the farm department of the Home of New York in northern Indiana, has resigned and has been succeeded by John R. Munson, assistant examiner in the Home farm department at Chicago. He will make his headquarters at Laporte. Frederick Miller of Laporte is special agent in charge of the work in northern Indiana.

Report Is Made on the Wisconsin Insurance Fund

MADISON, WIS., Oct. 30.—The Wisconsin state insurance fund suffered a 28 percent loss ratio during the fiscal year ending June 30, the insurance department announced today in its annual report. During the period, the surplus mounted to \$3,418,335 as compared to \$3,246,097 shown the previous year. Besides state property, the fund is now giving protection to buildings owned by 31 counties, 101 towns, cities and villages, 354 school districts, nine libraries and three sanitariums. Gross premiums written during the year were: fire, \$148,697; tornado, \$28,226.

A bill which would have taken \$600,000 from the state fund for erection of an addition to the state capitol annex was defeated in the closing hours of the last legislature. The choice of insurance with old line companies or the state fund is optional with Wisconsin government units under present statutes. Sen. Oscar Morris, Milwaukee, was sponsor of a measure in the recent legislative session which would have limited the fund to state buildings in the future. It too was defeated in the session.

Appointed Assistant Counsel

F. O. Affeld, 3rd, has been appointed assistant general counsel of the Penn Mutual Life at the home office. His father, F. O. Affeld, 2nd, is a prominent

attorney in New York, member of Affeld & Richards, a firm which has a large insurance law practice. The grandfather, F. O. Affeld, 92 years of age, formerly was U. S. manager of the Hamburg-Bremer Fire.

Agents Fight for School Line

BURLINGAME, CAL., Oct. 30.—Climaxing a controversy in San Mateo county, over the placing of insurance on schools, the Burlingame chamber of commerce adopted a resolution demanding that the school trustees rescind their action in placing the insurance with a San Francisco brokerage firm, and also

that the business be restored to the local agents in the county.

Similar action was taken by the San Mateo chamber of commerce. Local merchants, business and professional men appeared before the school board and the chambers of commerce in behalf of the agents.

The San Mateo county board of supervisors has adopted resolutions that insurance on all county properties must be placed through the Burlingame-San Mateo Association of Insurance Agents.

Leonard Howgate Retires

Leonard Howgate has retired as secretary-treasurer of the Canadian Fire

Underwriters Association after 43 years in the fire insurance business.

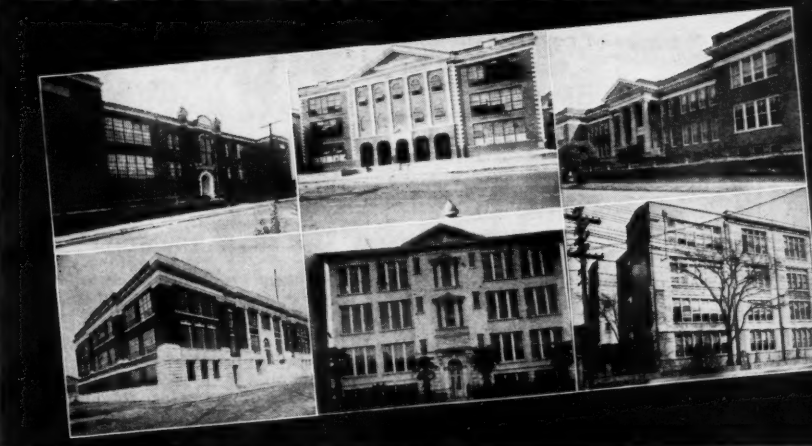
E. M. Cragin Dies

E. M. Cragin, former vice-president and secretary Great American, died of pneumonia after several weeks illness. He retired in 1926 after 50 years of service with the company.

Field Notes

The Ohio Fire Prevention Association will inspect Mansfield Nov. 21. The inspection was postponed from Nov. 14, due to the observance of Armistice Week in Mansfield.

Charleston Schools take the lead in



FIRE PROTECTION

Lives of pupils, teachers and taxpayers' investment, protected by Aero Automatic Fire Alarm System.

In installing the Aero Automatic Fire Alarm in its public school buildings, Charleston, S. C. has set an example for every city in the country.

Records of the National Board of Fire Underwriters indicate that fires occur in school properties at the rate of five a day, with annual losses exceeding \$5,000,000. Far from being a "safe" risk, the typical school building constitutes an exceptional fire hazard. Auditoriums, hallways, ventilating ducts under floors and other large open areas offer ideal conditions in which a fire, if given a few minutes headway, can spread beyond control in an incredibly short space of time. In a study by the National Fire Protection Association of eight recent disastrous school fires, in every case the excessive loss was attributed to belated discovery or a delayed alarm.

Automatic detecting and reporting of fire is the answer to these hazards. The most efficient system for this purpose is the Aero Automatic Fire Alarm which automatically detects fire *when it starts*, and summons the fire department instantly and accurately. The system is under the constant electrical supervision of the A. D. T. Central Station to assure its proper functioning at all times.

Whether it be schools, institutions, factories or office buildings, you can show your clients how to obtain better protection through the installation of A.D.T. Central Station Protection Services. May we send you explanatory booklets or have our representative call to explain A.D.T. possibilities and arrange to cooperate with you?

A. D. T. Protection Services

SPRINKLER SUPERVISORY AND WATERFLOW ALARM SERVICE : : : "AERO" AUTOMATIC FIRE ALARM SERVICE : : : WATCHMAN SUPERVISORY AND MANUAL FIRE ALARM SERVICE : : : BURGLAR ALARM AND HOLDUP ALARM SERVICES

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A NATION-WIDE PROTECTION SERVICE
AGAINST FIRE, BURGLARY AND HOLDUP



French Lick Scene of Indiana Meet

(CONTINUED FROM PAGE 3)

was passed last winter no appropriation was made by the legislature for its operation, so the National Council on Compensation Insurance took over its operation for the state, working in conjunction with the state authorities.

The bureau is progressing with the inspection of compensation risks, Mr. Burns said. Findings are reported to the Indianapolis office and rates are promulgated. As risks are classified, notice is sent to the home or branch office of the insurance carrier, and the bureau includes in its membership all classes of companies—stock, mutual and reciprocal. Some complaints have been received, Mr. Burns said, and these are reviewed and, in some instances, the bureau has been ready to recognize that the complaints are justified and its rulings have been changed accordingly. The bureau seeks to serve all interests impartially. It makes no difference to the bureau in its measuring of risks whether rates are high or low, as it is a non-profit organization and simply reports conditions as it finds them, making rates accordingly.

Cleared Through Bureau

All policies are cleared through the bureau for rates and forms as fire policies clear through audit bureaus. Where risks are rejected by three companies they are placed through a pool. Requests for insurance in such cases come from the assured and not the agents, he said. The bureau then inspects such a risk as to its accident history, payroll treatment and other points bearing on its underwriting character. He said that perhaps 25 applications for insurance in such cases have been received.

J. W. Stickney and Ross E. Coffin of Indianapolis led a discussion on the handling of HOLC insurance. Mr. Stickney told what has been done by the Indianapolis board, a complete file of information being gathered and condensed into a bulletin which has been sent to members. Mr. Coffin, whose office handles a great volume of dwelling risks, stated that 23 percent of all his expirations in the first nine months of this year were handled through the HOLC and that 63 percent of the 23 percent renewed. Both speakers warned that agents should do all that they can to cooperate with the managers of the HOLC branch offices in order that the arrangement for the benefit of the agents not be discontinued.

PRESIDENT REPORTS

The afternoon of the last day was devoted to an executive session for members only. President Ralph G. Hastings, Washington, felicitated the association on a gain of membership during the past year in which enrollment advanced from 160 to 234, a gain of 40 percent. The Indiana association, he pointed out, is but three years younger than its parent, the National association. He told of the great strides made by the National association in recent years under able leadership, particularly emphasizing the work through the new Washington bureau, with W. C. Reed in charge.

In reviewing the work of the Indiana association during the past year he referred to its part in the passage of the new insurance code.

The success which followed the dividing of the state into districts as recommended at the annual meeting last year was commented upon. Twelve districts were set up, each in charge of a regional vice-president. "In the summer of 1935 we cooperated with the insurance department," he said, "in arranging regional meetings which were addressed by Commissioner H. E. McClain who explained the new code."

He paid high tribute to the work of

Secretary J. G. Wood of the Indiana association and particularly because of his part in the legislative work the past year. Mr. Hastings expressed regret that Mr. Wood had announced he can not consider reappointment as secretary. Mr. Wood, who is an attorney now actively identified with the HOLC work in Indiana, with his other practice can no longer give time to this office which he has held successfully for a number of years.

At Friday's luncheon Commissioner H. E. McClain made a most eloquent appeal for the improvement of local agency standards in Indiana.

AUTO FINANCING UP

A discussion of insurance on financed automobiles was opened by W. H. Bruner, South Bend. He quoted at length from a talk by J. A. Reid, automobile superintendent of the New York Underwriters, in which Mr. Reid outlined the importance of this business and gave suggestions on how it can be recaptured by agents through cooperation with their local banks. Mr. Bruner told of recent experiences in South Bend as a result of a recent announcement by the General Motors Corporation of the modification of its plan of financing at a lower interest rate. Certain finance companies have been much disturbed because of this reduction in revenue and the resulting stiffening of financing operations.

Atwood L. Jenkins gave a report as National councillor, explaining the duties that related to this office.

Local Board Discussion

Practical suggestions on "How a Strong Local Board Will Put Commissions in Your Pocket" were made by Leon Hammer, president New Albany Board; Dean H. Swadener, South Bend, a district vice-president; C. E. Fisher, secretary Muncie Board; and J. A. Searles, Marion, second district vice-president.

After the election E. H. Forry, a past president, escorted Chris Zoercher, the new president, to the platform where he was welcomed by Mr. Hastings. Mr. Zoercher spoke briefly but forcefully, asking for the full support of the membership for his administration. He confessed two ambitions as goals for his administration—a membership of 500 and establishment of the association on a basis to support a paid secretary-manager such as several other states have accomplished.

MANY ATTEND BANQUET

The convention was officially opened with a banquet the evening preceding the opening. It was well attended. President Hastings presided and Dr. J. Edward Murr, Washington clergyman, gave an inspirational address on "The Hoosier in Action." He recounted the deeds and achievements of an imposing array of famous Hoosiers who have brought honor to their state. Of particular interest to those present was his reference to the late C. Francis Jenkins, brother of Atwood L. and Alfred W. Jenkins, local agents at Richmond, Ind., as the inventor of moving pictures and television and the holder of more basic patents than any other American.

President Kenneth H. Bair of the National association, who sat at the speakers' table, was introduced.

J. J. Ronayne, special agent Commercial Union, sang two numbers. Prizes for the golf tournament held in the afternoon were awarded: Blind bogey, first, Don Davis; four tied for second, W. R. Caskey, E. E. McLaren, J. J.

Block and Harry Frazier; two tied for third, Merrill Johnson and G. W. Mercier; low gross, agents, G. B. Woodward and low net, Norwood Burzan; low gross, field men, I. W. Sturgeon and low net, D. D. Fitzgerald.

INDIANA INKLINGS

President Hastings read greetings from W. O. Wilson, executive committee chairman and Walter H. Bennett, secretary-counsel of the National association and from the Illinois association.

* * *

Among company officials present were Vincent Gallagher, Pearl; Fred D. Hess, assistant manager western department American; C. J. Lingensfelder, agency superintendent, and L. C. Edwards, automobile department, America Fore companies, both of Chicago.

* * *

Among past presidents in attendance were E. H. Forry, 1905 and 1915; J. W. Kirkpatrick, 1911; H. P. Frazier, 1924; J. W. Stickney, 1926; W. H. Bruner, 1927; Atwood L. Jenkins, 1928 and 1929; Fred H. Jannasch, 1932, and G. B. Woodward, 1933.

* * *

Under the new license law in Indiana agents are given numbers as they are appointed. President Hastings has been assigned No. 1 and J. A. Searles, No. 3.

* * *

Entertainment for lady guests included a tour through the gardens and other interesting spots about the hotel, a motor trip to Spring Mill State Park, a luncheon Friday in the main dining room, with bridge Friday afternoon. The committee in charge included Mrs. Ralph G. Hastings, Mrs. Paul G. Smiley, Mrs. Paul R. Bausman, Mrs. John S. Hastings, Mrs. C. Philip Fox of Washington and Mrs. G. B. Woodward of Bloomington.

* * *

The secretary, six members of the board of directors and the national councillor will be appointed by the president according to custom.

* * *

The door prizes were won by W. C. Myers, manager insurance department of the Franklin Bank & Trust Company at Evansville, a five-pound package of cheese; J. F. McMullen, special agent National Fire, two dozen cans of tomatoes; A. F. Koerner, Jasper, a step-ladder. All of these were products of business concerns in President Hastings' home town, Washington.

* * *

President Ralph G. Hastings, Washington, Ind., presided at all sessions of the convention, and kept his program moving in good tempo.

* * *

The banquet session closed with showings of "Death Takes No Holiday" and "Stop That Thief," with E. C. Peterson, of the National Bureau of Casualty & Surety Underwriters, in charge of the projecting machine.

* * *

At the opening of the Friday morning session, the Aetna Casualty's films, "Saving Seconds" and "The Bad Master," were shown and well received. I. W. Sturgeon, assistant manager, and H. E. Curry, surety manager were in charge.

* * *

In the closing session, President Hastings paid high tribute to Miss Lois Haynes, assistant to Secretary J. G. Wood, giving her credit for handling the routine work of the secretary's office most efficiently. Miss Haynes was assisted at the convention in the registration booth by Miss Gail Stone of Mr. Hastings' office in Washington.

* * *

As interesting coincidences, when Ralph Hastings was elected president of the Indiana association a year ago, his brother, Julian S. Hastings, was elected president of the Indiana University Alumni. This year, as Chris Zoercher is elected president of the Indiana Association, his brother Phil Zoercher has been elected president of a national tax organization.

Mussolini has given Harry Lauder his passports and ordered him out of Italy for continuing to sing "I love a lassie" (Selassie).—Ernest Palmer.

Contingent Commission Cover in Great Demand This Year

NEW YORK, Oct. 30.—Requests for contingent commission indemnity have been received from agents in unusually large number during the past few weeks, and the demand is likely to continue. Local men having earned a contingent thus far, are anxious to safeguard it against possible offset losses between now and the close of the year. Some companies, while willing to grant such coverage to their own agents, decline to issue it to others; arguing that while they know the records and reputations of their particular representatives they have no such knowledge with regard to others.

Some companies are opposed to agents insuring their contingents and although they don't try to prohibit such a course, they quote rates so high that the cover has no attraction.

Considerable competition has developed in writing contingent commission contracts. The premiums are being shaved and loose methods of handling the premium reserve in calculating the contingent as of a certain date, are creeping into the business.

Those companies that are opposed to the practice of agents insuring commissions take the position that such insurance defeats the very purpose of the payment of contingents since it offers the agent a temptation to relax his underwriting vigilance after he is assured of a contingent through an insurance contract.

England Is Named as Head at Colorado Agents' Confab

(CONTINUED FROM PAGE 3)

Gilder, Denver, who has been working on the details of the proposed Colorado licensing law for four years, pointed out that there are 1,200 licensed agents in the state, but that none of them must qualify as in other lines. The qualification law will benefit and dignify the business, he declared.

A plea for more interest in association work was made by President Sproul in his annual report. "The cost of membership in the state and national association is a premium we pay to protect our business," he declared. "Every man owes a part of his time and money to the development of the business or industry in which he is engaged. With a thousand influences seen and unseen working with the regularity and persistency of a clock to put the American agency system out of commission the apathy of the average local agent is the wonder of wonders. It is difficult to understand why more of the agents do not respond to the call of the few who have the vision to foretell coming events in the business. No one will undertake to argue that organization is not only the solution but the absolute salvation of the local agency end of the fire insurance business. The local agents have a long road to travel, and unless they can get on it and make headway there are certain movements which are not difficult to point out, that may and very probably will, cause them serious regrets in the not far distant future."

Although there are approximately 1,200 eligible men in the state, Colorado only has 72 members in the association, said Mr. Sproul.

M. S. Collins of Colorado Springs talked on competition, saying the best way to meet it is to sidestep it. He suggested that a file be kept of information on competition. It should be dated and the source given. He told of the effectiveness of a series of advertisements published by the Colorado Springs Board, and then put into pamphlet form. The signature of the board carries more importance than the signature of an individual, he said.

In discussing reciprocal competition, Mr. Collins stressed the protection afforded by the uniformity of stock policies. Comparison can be made on such

things as the number of states in which the companies are licensed; a mutual's assets as compared to the surplus of a big stock company; the dates of incorporation; and a discussion of automobile financial responsibility laws. "Stress the test of sound automobile protection," Mr. Collins said. "Play up your own company, don't openly attack the rival policy. I've successfully met competition by writing to insurance departments of other states about a certain firm that is supposed to be doing business in that state."

Mr. Collins struck at the specific services that are often offered by reciprocal competition. Big insurance companies, he said, should form clubs to give insured local service that is offered by many associations.

Rand H. Hill, new manager of the Fire Companies Adjustment Bureau in Denver, spoke on the relationship between agents and the bureau. Companies would lose time and money if it were necessary for a special agent to cover large losses. When local agents handled this work, Mr. Hill pointed out, there were always many difficulties, and then there is always the chance of partialities and losses overpaid. A good local man can not gain adjustment experience without an experienced adjuster. Prompt adjustments are important in gaining and maintaining confidence.

COLORADO COMMENT

A series of advertisements that will be published in newspapers by the Denver association were presented by A. P. Miller. The advertisements are of an institutional nature designed to show the buyer that he is buying from an association member. New advertisements will be used each month with 30 members sponsoring the series.

An open forum was conducted at a party given by Cobb & Stebbins, Denver general agency. Many important ques-

tions were discussed and constructive results secured.

The treasurer reported the association finances in splendid shape with a substantial cash balance.

President Sproul was commended for his efforts and his wife was presented with a huge basket of roses.

It is proposed to extend the annual meeting to a two-day session and such action appears probable.

The directors met in the morning before the regular meeting got under way, considering membership problems.

Head National Committees



PAYNE MIDYETTE



COL. FREDERICK HICKMAN

Payne H. Midyette of Tallahassee, Fla., has just been appointed chairman of the legislative committee of the National Association of Insurance Agents. Col. Frederick Hickman of Atlantic City heads the accident prevention committee.

Missouri Lawyers Now in Move Against Credit Men

KANSAS CITY, Oct. 30.—The Missouri Bar Association has filed an injunction suit in the circuit court against the Kansas City Association of Credit Men alleging that the group is practicing law in certain phases of its work to collect and adjust claims. This means a move by the bar association against all

businesses, industries, etc., that attempt to collect their own accounts.

Home Officials on Tour

President Wilfred Kurth and Vice-President H. V. Smith of the Home of New York have been making visits to some of the western cities following their attending the annual meeting of the Illinois Association of Insurance Agents at Peoria where Mr. Kurth was one of the chief banquet speakers. From Peoria they went to Keokuk and Des Moines, visiting agents. On Saturday night a dinner was given at Milwaukee by the Home field staff in their honor to which the Home fleet agents in Milwaukee and vicinity were invited. They were guests at a luncheon Monday when the Chicago agencies were in attendance. General Manager C. D. Lasher and E. R. Hurd, Cook County manager, were in charge. They then went to Columbus, O.

Agent Wins Against Motor Club

Ralph F. Tellefsen, local agent at Elmhurst, Ill., was the winner in an action brought against him by the Chicago Motor Club in the DuPage county circuit court. The club was seeking to recover \$845 alleged to be due it from Mr. Tellefsen, who was former county manager of the club, after termination of his contract in 1931 after 11 years of service.

P. H. Ryan, vice-president of Alfred M. Best Co., in charge of its Cleveland office, is the recipient of a second medal of recognition from the Yugoslav government for services with the Columbia expedition ambulance corps in Serbia during the World War.

The newest decoration, the Cross of Mercy, was forwarded from New York by the Yugoslav consul there with a citation for excellent service with the Serbian ambulance corps, in 1915-1916. Several months ago Mr. Ryan was awarded the Serbian Red Cross medal in appreciation of war services.

INTER-OCEAN REINSURANCE COMPANY

Roy E. Curray, President
Karl P. Blaise, Vice Pres. & Secy.
D. L. Nelson, Asst. Secy.

Alonzo Church, Vice Pres.
J. L. Campbell, Secretary
E. C. French, Secretary

REINSURANCE—a specialized branch of the insurance business.

THE INTER-OCEAN—a company specializing in reinsurance of fire and allied lines.

HOME OFFICE
CEDAR RAPIDS, IOWA

New York
123 William St.

San Francisco
114 Sansome St.

Los Angeles
215 West 7th St.

Pink Shows Trend in Rate

New York Superintendent Presents Figures Indicating Steady Downward Revision in Average Fire Insurance Cost

NEW YORK, Oct. 30.—While the general statement that fire insurance rates are constantly being revised and the average rate trend has been downward for a number of years, is familiar to the agency fraternity, it remained for Superintendent Pink of the New York department in a recent address before the Binghamton Board to give specific figures relating to New York. Mr. Pink said, as a result of intensive study of the New York loss record, "reductions in fire rates have been accomplished and are now in process which will save the people of the state about \$2,000,000 a year in premiums. This very substantial saving has been made despite an increase of about \$600,000 which experience proved necessary in frame construction, farm dwellings, mercantile contents and other unprofitable lines.

Additional Charge Withdrawn

"These savings have been largely made in fireproof risks and in areas where fire protection has materially improved. Within the past few days the rating organization has announced the withdrawal of an additional charge which was made on furniture and contents in the congested areas of New York City."

And what is true of New York holds in degree with respect to practically all other sections of the country, the jurisdictional rating bodies constantly tabulating and analyzing loss experience, and reducing rates wherever records justify. While this process has

been going on for a long time, the work has been intensified within the past 18 months; increased skill on the part of the actuarial staffs making this result possible.

Term Plan a Factor

Substantial as have been the rate reductions determined upon and as Superintendent Pink stated, these would effect a saving to property owners of New York alone of \$2,000,000, their full effect will not be appreciated until policies in force are offered for renewal at the new figure. Through extension of the term rule many classes of risks which previously were written on an annual basis only, may now be covered for three and five year periods with a substantial saving in premium. In fact, the only business in the east to which the annual rule now applies are such hazardous classes as grain elevators, summer hotels, ice houses, cotton risks, etc.

Catastrophes May Occur

Self-interest, if no other motive, dictates that fire companies charge only reasonable rates for indemnity, always having in mind the need for maintaining a reserve with which to meet an exceptionally heavy run of losses, a contingency which company officials always must bear in mind. In perhaps no other line of endeavor is competition as keen as in fire insurance, for the available capital in the business is, and long has been, in excess of the demand for it.

PICKUPS AT PEORIA CONVENTION

At the opening session of the Illinois Association of Insurance Agents Convention at Peoria, President Kenneth H. Bair of the National association was called to the platform and introduced by President Alvin S. Keys. Mr. Bair sat by his side during the sessions.

The nominating committee consisted of J. M. Newburger, Chicago; G. E. Mendenhall, Peoria; C. J. Montgomery, Rock Island; A. J. Anderson, Kewanee, and August Torpe, Chicago.

President Alvin S. Keys and Rockwood Hosmer of Chicago, chairman of the board, personally tendered a luncheon to the state officers and to presidents and secretaries of local boards who were present. Mr. Hosmer presided and there was a discussion as to the best methods of operating these local organizations.

President K. H. Bair of the National Association of Insurance Agents on motion of Allan I. Wolff of Chicago was elected an honorary member of the Illinois body. Mr. Wolff stated that it had been some time since the Illinois body had received a national president. He referred to Mr. Bair as the "sitting president." One of the members objected to the term stating that Mr. Bair had been on the go all the time and had no opportunity to sit.

At the banquet Superintendent Ernest Palmer stated that it may have been unprecedented but the state director was driven from Chicago to Peoria by an adjuster for the assured. As a matter of fact, H. H. Herbst of Chicago, well known public adjuster, drove Mr. Palmer and Adjuster T. J. Houston, former Illinois insurance superintendent, to Peoria.

P. B. Hosmer of Chicago was struck by an automobile in front of the Pere Marquette hotel but luckily was not seriously hurt.

Greetings were received from the Indiana Association of Insurance Agents

through President R. G. Hastings of Washington. It had set its time of meeting one day ahead in order to accommodate President Bair of the National body, who desired to be at both organizations.

The Home of New York had a long table in front of the speakers' table at the banquet for its salaried representatives who were present in large force and who kept open house during the entire meeting in its spacious quarters.

The Crum & Forster organization maintained headquarters and dispensed hospitality. Manager Fred M. Gund, Assistant Manager J. W. Gregory and Superintendent of Agents W. A. Seely were present from the Freeport office, and R. I. Reid from the Chicago office.

The state insurance department was represented by Superintendent Palmer, Chief Deputy R. T. Nelson, Office Manager Hiram McCullough and Chicago Manager H. G. Seaman.

The Rockford delegation chartered a bus, arriving in high glee before the morning session with placards tied to each man saying, "Hello folks! We are from Rockford."

Vice-president Karl B. Korrady, of the Illinois Bankers Life of Monmouth, who is well known to a number of the local agents, was present at the hotel with his wife and daughter, the latter being engaged to W. S. Reyburn of the Reyburn Insurance Agency of Peoria.

Cornell H. Anderson, Wisconsin state agent of the Home of New York group, joined the large coterie of Home officials and field force at the convention.

Henry F. Tuerk, secretary Illinois Fire, circulated among the visitors.

Alvin S. Keys of Springfield, the retiring president, opened and closed the banquet. He introduced all those at the speakers' table and presented the toastmaster, J. A. O. Preus, vice-president

(CONTINUED ON PAGE 41)

Membership Rule Changed by San Francisco Brokers

SAN FRANCISCO, Oct. 30.—The Insurance Brokers Exchange of San Francisco at a special meeting Oct. 28 adopted a number of amendments to the constitution and by-laws, providing for creation of an associate membership without power to vote or hold office, reduction of initiation fee from \$150 to \$25 and reduction of the "good faith" deposit from \$100 to \$50. They also provide for cancellation of certain previous requirements regarding filing information concerning connections of applicants for membership and elimination of the provision prohibiting payment of commission to employees of members. Heretofore no member could pay commission to employees nor could he have in his employ any licensed broker not a member of the exchange, or any person dropped from exchange membership for violation of rules.

Under the amended constitution the secretary of the exchange may be a member. Under the old constitution no appeal from decision of the arbitration committee could be made until after any fine levied had been paid; the new provision makes no requirement as to fine payment prior to appeal.

New Provision Adopted

Provision regarding placing business with companies not members of the Pacific Board has been amended by an addition to the effect that fire or earthquake insurance may be placed by any member with nonboard companies at board rates and conditions by filing with the exchange secretary within 15 days after the policy is received forms in duplicate. The secretary is to forward copy to the Pacific Board, stating all terms and provisions of the policy, the reason why it is not placed with board members, and unless granted relief by the secretary (subject to the approval of the arbitration committee) the member agrees to decline to place or cancel the risk in nonboard companies; provided appeal from adverse decision may be made to the board of governors within five days of such decision. Pending application for relief, coverage may be obtained for the risk from nonboard companies. The portion of the provision which provides that exchange members agree not to place fire or earthquake insurance with nonboard members remains unchanged except as modified by the provision above.

Provision is also added whereby a member shall be presumed innocent of any charges preferred against him until proved guilty, where heretofore he had to prove innocence to the satisfaction of the arbitration committee.

Rates on Public Buildings in Oklahoma Are Reduced

OKLAHOMA CITY, Oct. 30.—The Oklahoma insurance board has reduced fire insurance rates 20 percent on all public buildings, effective Nov. 1. The new schedule was approved by the board on recommendation of C. T. Ingalls, manager Oklahoma Inspection Bureau. On fireproof buildings it means a reduction from 25 to 20 cents per hundred and on brick buildings from 60 to 45 cents. The cut on frame buildings was from \$1.40 to \$1.05 and on contents of brick buildings from 75 to 60 cents.

The new schedule will apply to schools, churches and all public buildings and involve a saving estimated by Commissioner Read to run into millions of dollars. This saving for the state and its subdivisions will be shared by school boards, counties and municipalities, in addition to religious and charitable organizations. One of the largest savings will probably be on school building insurance, which approximates \$6,000,000.

Wisconsin Mutuals to Hold Convention in Milwaukee

WILL GATHER FOR TWO DAYS

Program Is Announced Which Will Be Participated By Men Prominent in the Business

The annual convention of the Wisconsin State Association of Mutual Insurance Companies will be held at the Schroeder Hotel, Milwaukee, Nov. 12-13. Over 200 mutual agents and company officials are expected to attend.

On the first day the meeting will be addressed by: Henry Weihbrecht, secretary Badger Mutual Fire of Milwaukee; A. B. Kelly, American Mutual Alliance, Chicago; E. V. Thompson, president National Association of Mutual Insurance Agents, St. Louis; J. R. McQuillan, state manager HOLC, Madison, Wis.; H. P. Janisch, vice-president, Lumbermens Mutual Casualty, Chicago; H. B. Shier, president, Reitan-Lerdahl Co., Madison, Wis.; and F. C. Jesse, Bubolz-Jesse Mutual Agency, Appleton, Wis. H. J. Mortensen, commissioner of insurance of Wisconsin, will address the banquet in the evening.

Mutual Insurance School

The meeting on Nov. 13 will be devoted to the "Mutual Insurance School," which is an open forum for the discussion of insurance problems. Leaders of the school are: J. H. Pleuss, secretary Manitowoc Mutual Fire; Charles Vande Zande, secretary Campbellsport Mutual Fire; L. W. Schlieder, secretary Sheboygan Falls Mutual; R. L. Jacobs, assistant secretary Citizens Mutual Fire of Janesville, Wis.; H. P. Otten, Ogenorth Bros. Agency, Milwaukee; E. E. Albrecht, Albrecht Insurance Agency, Oshkosh, Wis.; John L. Krenzke, Krenzke Insurance Agency, Racine, Wis.; and H. A. Trudell, Mongin Insurance Agency, Green Bay, Wis.

Officers of the association are: President, Henry Weihbrecht, Milwaukee; vice-president, Aug. Fuge, West Bend; secretary-treasurer, Theo. R. Schmidt, Kewaskum.

Cole Warns Maine Agents Against Legislative Route

PORTLAND, ME., Oct. 30.—E. J. Cole of Fall River, Mass., in addressing the annual meeting of the Maine Association of Insurance Agents here today, advised against seeking legislative action as a means of securing relief from "unfair competition and destructive practices." Mr. Cole is immediate past president of the National Association of Insurance Agents. He said agencies in New England have suffered for many years from such competition and that pledges and agreements have never been fulfilled. As a result there is agitation to seek legislative relief. Experience has shown, he declared, that other complications result from legislation which outweigh the advantages of it.

Mr. Cole expressed the belief that there are now enough laws to provide authority to correct most of the conditions that unfairly harass the local agents. "A willingness," he declared, "on the part of both companies and agents to recognize the fair rights of each other is not only proper but the best method to solve the troublesome issues of the present day."

The present administration of the National association, he said, is committed to a continuance of the creed of conference.

The Union Insurance Company of Ohio has changed its home office to Wooster. It also has added hail to the risks which it will cover. H. Q. Fortney is president and C. E. Whonsietter secretary.

VIEWED FROM NEW YORK

By GEORGE A. WATSON

REINSURERS ARE EXAMINED

Among the latest developments in the Merkle & Martin tax ferret situation is the fact that the ferrets have insisted upon examining some of the fire reinsurance companies at \$25 per ferret per day plus \$8 per ferret per day for hotel expenses despite the fact that reinsurance companies do not pay taxes. The direct writing company pays the tax on the premiums ceded, recovering from the reinsurer enough to pay agency commissions, National Board assessments, taxes, etc.

The executives of the reinsurance companies explain to the ferrets that no taxes can be uncovered because there is no liability on the part of the reinsurers to pay taxes. But the ferrets, armed with authorization from the Texas insurance department, proceed to conduct the examination at the aforementioned rates.

* * *

RENDTORFF VISITS NEW YORK

A. Rendtorff, managing director of Sterling Offices of London, is in New York visiting Sterling Offices of New York of which he is president. He plans to return to England in about a week accompanied by P. R. Willemson, New York manager, who will remain abroad until the Christmas holidays.

* * *

EXAMINERS HEAR BIELASKI

Members of the Fire Insurance Examiners Association of New York at the first meeting of the season, heard a talk by A. Bruce Bielaski, head of the arson investigation division of the Na-

tional Board, on "Incendiarism and Arson." Mr. Bielaski mentioned the experience of his organization in breaking up arson gangs in New York and Chicago.

* * *

KURTH ONE OF FAIR FOUNDERS

Wilfred Kurth, president Home of New York fleet, is among incorporators of the New York World's Fair, 1939, Inc.

* * *

UNIFORMITY IS SOUGHT

Companies are studying the practicability of reaching uniform brokerages to be allowed on countrywide risks, the question having been raised at the last meeting of the Western Underwriters Association. Several informal conferences have been had upon the subject and further consideration will be given it.

* * *

JOHNSON ASSOCIATE MANAGER

Ralph Johnson, formerly in the foreign department of the Home of New York under Secretary A. C. Baillie, has been appointed associate manager New York City branch office of D. F. Broderick, Inc. The Broderick agency, with headquarters in Detroit, is general agent Fireman's Fund.

* * *

CANADIAN VISITORS IN N. Y.

J. A. Marchand, manager at Montreal for the Corroon & Reynolds group, and P. J. Perrin, Toronto general agent of the Sussex Fire, have been visiting the New York head office of the Corroon & Reynolds group.

Premiums and Losses on General Classes in Illinois

In the lobby of the Pere Marquette hotel in Peoria last week at the time the Illinois local agents were meeting the state insurance department had an exhibit in the way of an illuminated scene of a burning building, giving the objective of the state fire prevention department under the leadership of State Fire Marshal Coultas and the objective of the state insurance department with Ernest Palmer in charge. There were some statistics given as to the premium income and benefits paid by different classes of companies last year in the state. They are as follows:

	Premiums	Claims Paid
Fire	\$ 50,900,166	\$ 24,087,305
Casualty	61,713,025	28,656,762
Life	258,686,586	81,758,028
Fraternal	17,468,523	13,188,854
Mut. Benefits	2,323,050	1,147,660
Total	391,091,350	148,838,609

Snow on Western Trip

Chester A. Snow, superintendent of the special risks department of the Phoenix of Hartford group, has spent the past two weeks in Ohio and Indiana, conferring with field men. He returned to Hartford this week.

PRESIDENT'S ADVICE

May I suggest to you that you faithfully read your insurance trade journals, the "American Agency Bulletin," which you receive as a member of your state and National association, to keep in close touch with matters of national interest. It will make it much easier for your officers, who are compelled at times to make replies to agents concerning subjects which are already well covered by your trade journals.—Carroll K. Steele, president Massachusetts Agents Association.

Postpone Parley on Issue of Uniform Liquidations

HARTFORD, Oct. 30.—Because of the inability of certain members of the committee named by the American Bar Association and the National Convention of Insurance Commissioners to attend a scheduled gathering here last Thursday, at which an effort was to have been made to devise a plan for the uniform liquidation of insolvent insurance companies, the intended meeting was postponed to a later, undetermined date.

The idea of a uniform law to govern liquidations was first suggested by G. S. Van Schaick, while superintendent of New York in 1933, as a result of his experience in attempting to wind up the affairs of several casualty companies. Operating in many states, such assets as the concerns had in each were seized by ancillary receivers and used for the settlement of home state claims.

An appeal to the American Bar Association to cooperate with the insurance commissioners in working out a practical and economical method of dealing with liquidations in the future was made by Mr. Van Schaick and was discussed by commissioners at their annual convention. As a result of the agitation, committees of both bodies were named to consider the problem. These committees, in turn, named subcommittees, which were to have met here last week.

Plan "Ad" Conference Meet

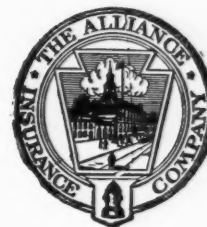
The Insurance Advertising Conference executive committee has set Dec. 3 as the date of a one-day session at the Waldorf Astoria Hotel, New York.

Five major subjects will be discussed: (1) "Advertising Agencies and Their Relation to the Company"; (2) "Direct Mail Advertising"; (3) "Trade Paper Advertising"; (4) "National Advertising and Its Value"; (5) "What Properly Constitutes Advertising?"

Charles R. Page, vice-president Fireman's Fund, is on an eastern trip to New York and Chicago.

THE ALLIANCE INSURANCE COMPANY of PHILADELPHIA

PHILADELPHIA, PENNA.



Financial Statement at Close of Business,
June 30, 1935

ASSETS

Bonds and Stocks	\$8,489,351.37
Accrued Interest on above Bonds	65,429.34
Cash in Banks and Office	583,723.35
Premiums in Course of Collection	384,350.63
Reinsurance Claims on Losses Paid	552.98
	<u>\$9,523,407.07</u>

LIABILITIES

Reserve for Unpaid Losses	\$ 518,495.68
Unearned Premium Reserve	2,187,553.53
Deposits Reclaimable on Perpetual Policies	119,814.45
Reserve for Taxes and Other Expenses ..	207,083.83
Cash Capital	1,000,000.00
Surplus	5,490,460.18
	<u>\$9,523,407.67</u>

Capital plus Surplus constitutes Policy Holders' Surplus
\$6,490,460.18

The Security Values used in this Statement are Market
Values as of June 30, 1935

EDITORIAL COMMENT

Kurth Has Hopeful Message

IT MUST have been heartening to all local agents who heard President WILFRED KURTH of the HOME of New York group speak at the banquet at the annual meeting of the ILLINOIS ASSOCIATION OF INSURANCE AGENTS give his views on some of the very vital and gripping problems that are engrossing the minds of the producers in the field. We have heard a great deal about the branch office evil, about companies not conferring with agents and we have gotten the idea that the times are out of joint and the two sides are preparing for warfare.

President KURTH sounded a note of encouragement and great hopefulness. It may be that the agents' organizations have gotten unduly excited over the situation and looked at the field with a glass darkly.

President KURTH gave it as his opinion that the tendency of companies is to back away from branch offices rather than encourage them. He said, for example, that the HOME has just one-half the number of branch offices that it did 12 years ago. He thinks that this matter has been stressed too much. The local agents' organizations have taken the position that they are not opposed to branch offices per se. What they seek is to have the branch offices put on a basis of equality with the regular service giving agents on a commission basis. We see nothing illogical or inappropriate in the agents making such a demand.

Undoubtedly the whole atmosphere could be clarified if there was a friendly conference on this subject and all hands would meet the other half way. Sometimes in these conferences there is a lack of frankness. Suspicion lurks in the background and there is not that sincerity of

expression that would enable both sides to look into the mind of the other. Probably after all suspicion is the thin partition that divides two parties or two families of insurance in a way that keeps them separated.

Another point that President KURTH touched on which receives much attention at agents' conventions relates to conferences on mutual problems. The agents claim that they can get nowhere with company organizations. They find that individually company executives and managers seem perfectly willing to meet the agents and yet collectively the tendency always is to back out. President KURTH acknowledged that in some of the conferences the results were not satisfactory to all parties. He feels, however, that the conference plan has been measurably successful and he cited examples of where real good had been accomplished when both the administrative and producing sides got together.

At recent agency conventions there has been a more hopeful sign so far as the fire companies are concerned along conference lines but evidently the agency leaders feel that the casualty and surety companies are not coming forward as they should.

President KURTH expressed himself personally as believing in the conference plan. He certainly feels that to have a house divided results in friction and misunderstanding. Undoubtedly his talk will tend to revive hope in the breasts of agents because he as the chief executive of one of the greatest organizations in the country has the opportunity to view the field in its national scope.

Interest in Inland Marine

THERE is vast interest these days among agents as to inland marine insurance, its various ramifications and coverages. Fortunately a number of the meetings of local agents in their state conventions have had inland marine specialists appear for them and give talks on this subject. At the annual convention of the NATIONAL ASSOCIATION OF INSURANCE AGENTS there was an

inland marine dialogue that attracted wide attention. THE NATIONAL UNDERWRITER'S "Fire, Casualty & Surety Bulletins" has contained from time to time a wealth of material on the subject. In the INSURANCE INSTITUTE OF AMERICA study courses inland marine is included. There is an opportunity for much educational work to be done on this subject.

Accidents—At a Price

COMPULSORY automobile liability insurance came in for considerable attention at the gathering of the EASTERN ASSOCIATION OF MOTOR VEHICLE COMMISSIONERS in New York. The statement that but seven percent of motorists carry public liability and property damage insurance is held by insurance people to be wide of

the mark, at least in so far as New York is concerned where the percentage of insured is said to be at least one in three.

While motor vehicle commissioners deplore the highway accident toll, their main suggested remedy is the adoption of compulsory liability insurance. This,

casualty men assert, is merely "passing the buck." Insurance people contend that the effective method of reducing accidents is the adoption of laws and ordinances governing traffic, and their vigorous enforcement.

The constant stressing of financial

compensation for automobile injuries as though financial relief were the all important consideration, instead of accident prevention, recalls the old English compensation law, under which one could almost commit murder providing adequate compensation were furnished.

Powerful Influences at Work

INDICATIONS point to the fact that there are powerful forces now at work calling public attention to the great toll of life and limb brought about through automobile accidents. Some of the greatest newspapers of the country are doing a splendid work in this direction. Some of the radio news broadcasters in their presentation of happenings of the day will describe in a very graphic and gruesome

some manner the details of an automobile accident, thus bringing home the bloody, crushing details. Hundreds of thousands of reprints from the recent article in the "Reader's Digest," where a writer did not mince words in describing individual accidents, bringing out their awfulness, undoubtedly has left a deep impression on the people. It is time to inspire fear of such accidents.

PERSONAL SIDE OF BUSINESS

R. Leighton Foster, who has resigned as superintendent of insurance in Ontario, having occupied that position since 1924, has become general counsel of the Canadian Life Officers Association. He also will engage in consulting practice in fire and casualty insurance law and in loan and trust corporation law, with offices at 302 Bay street, Toronto, Can.

Mr. Foster corrects the statement that he was forced out of the department through political contingencies. He resigned voluntarily and the administration gave him the great honor of inviting him to suggest a successor.

Kenneth H. Bair, president National Association of Insurance Agents, en route to California by airplane, was greeted by a group of agents from Fort Worth and surrounding towns when he arrived at the Fort Worth airport for a breakfast stop-over. He was honored with a special breakfast at the airport, Tom Gillis of Fort Worth, president of the Texas association, presiding.

Ben P. Branham of Chicago, first vice-president of the "Insurance Field," and head of the Ben P. Branham Company, printing concern, who has been laid up at his home for some weeks, is now able to go down to his office every day for a short time. Ben Branham is widely known among insurance people and in the publishing field he is rated at "A plus."

P. W. Cadman of Keystone Heights, Fla., who a number of years ago retired as assistant western manager of the Royal, is reported to be in very poor health.

Col. Rudolph O. Haubold, vice-president of Crum & Forster, died at his home in New York City, Tuesday morning, following several months' illness. One of the best known men in the insurance district, having entered the business as a boy, Mr. Haubold joined the C. & F. organization in 1902, becoming a director 20 years later. He likewise was vice-president of the North River, Westchester and the United States Fire, and a director in a score of other affiliated enterprises. As a

member of the national guard of New York he saw active service in the Spanish-American war, and again in the world war. He was also long prominent as an athlete, representing the New York Athletic Club in a number of contests.

Myrtle Bradford Reed, wife of **T. C. Reed**, general adjuster for the Cook County department of the Western Adjustment, died unexpectedly Oct. 24, and was buried at Acacia Cemetery on Saturday afternoon. Mrs. Reed had been in ill health for several years. Mr. Reed has been granted a furlough and after a period of rest in California will resume his duties at the head office.

John M. Turner, 88, one of the oldest insurance men in Indiana and for many years president of the Seiders & Kidd agency, Brazil, Ind., died at his home there. John C. Kidd of that firm formerly was insurance commissioner of Indiana. Mr. Turner was active in the business until advancing age compelled him to retire.

Phil J. Braun, Flint, Mich., local agent and an active figure in the Michigan Association of Insurance Agents, in which he has held many offices, was one of the four members of a special chamber of commerce committee which arranged details of a Chevrolet "appreciation dinner" there for General Motors executives preliminary to announcement of new Chevrolet models.

David P. Barrett, 63, for nearly 30 years with the Niagara Fire in Indiana, died at his home in Indianapolis. He had been in poor health for some time, but continued in business and his death was entirely unexpected. He started field work in Michigan with the Traders of Chicago in 1899 and after about three years was transferred to Ohio. When the Traders retired after the San Francisco fire in 1906, he joined the Niagara as Indiana state agent and in 1921 was appointed manager of its western farm department with headquarters in Indianapolis. When that department was closed in 1927, he again became Indiana state agent.

He was for several terms president of



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the Indiana State Board and was credited with being the originator of the state inspection and audit bureau idea while he was traveling in Ohio. One of his daughters is Mrs. E. D. Smith, Jr., Springfield, Ill., whose husband is special agent of the America Fore group.

J. L. Cummings, 34, Texas state agent of the Home of New York, located at Houston, was killed in an automobile accident when his car collided with a truck in a heavy fog.

C. C. Nicholson of Decatur, Ill., head of the agency of Durfee, Clark & Nicholson, who has been made third vice-president of the Illinois Association of Insurance Agents, was once a field man and was president of the Illinois Field Club in 1915. He started with the old Germania Fire, now the National Liberty, in 1907. He was Illinois special agent being made state agent in 1912 and remaining until January 1919, when he started in the agency business at Decatur. He supervised the state for the National Liberty during 1919 but practically did no traveling.

C. F. Barnard, former Cleveland manager of the Western Adjustment, who was connected with that organization for 20 years and took a prominent part in adjusting work in the central west, who is retired and lives in San Francisco, has been visiting relatives and friends in his former haunts. His son, Kenneth Barnard of Kenilworth, Ill., is manager of the Chicago Better Business Bureau. Mr. Barnard still keeps his finger in the pie by doing some adjusting.

Fred C. Snapp, who recently retired as farm superintendent in the western office of the Aetna Fire, to become vice-president and general manager of the State Farm Fire of Bloomington, Ill., will be given a testimonial dinner by his former associates in Chicago next Monday evening. The master of ceremonies will be State Agent G. C. Bissell of Illinois.

T. G. Wilds, Louisville special agent Hartford Fire, was awarded a set of six silver goblets as a golf trophy at the Audubon Country Club.

A heart attack proved fatal to **W. C. Field**, 63, special agent farm department Home of New York, at his home in Des Moines. He went to Des Moines about eight years ago from Oxford Junction, Ia., where funeral services were held Tuesday.

One of the outstanding social events of the season on Long Island was the marriage last week of **Miss Mary Corroon**, daughter of R. A. Corroon, head of Corroon & Reynolds, and Mrs. Corroon, to Daniel F. Reeves, an executive of the Reed Chain Stores of New York City. Following the wedding ceremony at the Church of Cure of Ars, Merrick, a reception was held at the family residence at Massapequa. Among the several hundred guests present were former Governor Al Smith, former Mayor O'Brien of New York City, and scores of men prominent in insurance circles.

S. M. Saufley, former insurance commissioner of Kentucky and later an official of the old Inter-Southern Life, now manager of the Louisville office of the department of foreign and domestic commerce, suffered a heart attack and was taken to a Louisville hospital.

A. L. Merritt, Pacific Coast manager Pearl Assurance, and his bride left New York on the liner Santa Elena for San Francisco, following a honeymoon in Europe. They are expected to reach San Francisco about Nov. 12 after visiting cities in central America.

J. E. Muckerman, a director of the St. Louis Fire & Marine, died of heart disease at his home in Clayton, Mo. He was president of the Manchester Bank and vice-president of the City Ice

ANSWERS

By J. C. O'Connor, Editor
National Underwriter's F. C. & S. Bulletins

Q. Can you tell me whether there is any company that will write insurance on a high grade valuable dog?

A. There is no insurance market with which we are acquainted that will write dogs. Some years ago the Hartford Live Stock of Hartford, Conn., wrote dogs of high degree. London Lloyds has written animals but it has discontinued writing them entirely.

Q. What are the mutual companies in the so called "Associated Factory Mutuals" group?

A. Manufacturers Mutual of Providence; Rhode Island Mutual, Providence; Boston Manufacturers; Firemen's Mutual, Providence; State Mutual, Providence; Worcester Manufacturers Mutual, Worcester, Mass.; Arkwright Mutual, Boston; Blackstone Mutual, Providence; Fall River Manufacturers, Fall River, Mass.; Mechanics Mutual, Providence; What Cheer Mutual, Providence; Enterprise Mutual, Providence; Merchants Mutual, Providence; Hope Mutual, Providence; Cotton & Woolen Manufacturers, Boston; American Mutual, Providence; Philadelphia Manufacturers; Mercantile Mutual, Providence; Rubber Manufacturers, Boston; Paper Mill Manufacturers, Boston; Protection Mutual, Chicago; Industrial Mutual, Boston, and Mill Owners Mutual, Chicago.

Question—Does a personal effects floater (or tourist floater) cover property in the assured's residence?

Answer—In states subscribing to the nationwide definition of marine insurance published by the National Convention of Insurance Commissioners, it may not under any circumstances. In states which do not subscribe, the policy may be extended to give domicile coverage, provided a 100 percent coinsurance is included, for an additional premium of 25 percent. Minimum additional premium is \$10.

Question—What coverage is provided by an automobile bodily injury liability policy?

Answer—The policy pays (1) sums for which the assured may be liable to others for personal injuries, including death, resulting from the ownership, maintenance or use of the insured automobile, up to the limits of the policy (2) expense of investigation and settlement of claims (3) court costs, premiums on appeal bonds and interest on judgments (4) expense of such immediate medical or surgical relief as is imperative at the time of an accident. The last three are independent of the policy limits.

Question—When was the first daily report issued?

Answer—The first daily report was issued by the New York Underwriters on Nov. 16, 1866. Alexander Stoddard, founder of the New York Underwriters, caused the daily report to be issued, so that "daily reports of the issue of all policies so that the risks might be judged quickly and fairly in the home office."

& Fuel Company. He was an uncle of C. J. Muckerman, president of the company.

Fred W. Bowers of Babson Park, Fla., who was formerly vice-president of the Connecticut Fire, and in old days was Missouri state agent of the Phoenix of Hartford, has been visiting in Hartford and in the east, also stopping in northern Ohio to tarry with relatives. Mr. Bowers is a native Buckeye, having been born in Geneva. He visited his sister and brother at Norwalk, O., and a brother and three sisters at Toledo.

STATEMENT AS OF DECEMBER 31, 1934

ASSETS	
Mortgage Loans	\$ 97,650.00
*Bonds	3,456,030.00
*Stocks	3,889,162.00
Premiums in Course of Collection	680,711.83
Interest Accrued	39,301.75
Cash on Deposit and in Office	874,957.36
Missouri Premiums Impounded	63,861.08
	\$9,101,474.02
LIABILITIES	
Unearned Premium Reserve	\$3,836,286.86
Unadjusted Losses	254,537.00
Reserve for Taxes and Other Claims	225,000.00
Missouri Impounded Premiums	62,828.40
Capital Stock	\$1,000,000.00
Net Surplus	3,722,821.76
†Surplus to Policy Holders	4,722,821.76
	\$9,101,474.02

*Valuations on basis approved by National Convention of Insurance Commissioners.
†On the basis of December 31, 1934, Market Quotations for all Bonds and Stocks owned, this Company's total admitted Assets would be increased to \$9,128,716.02 and Surplus to Policyholders \$4,750,063.76 Securities carried at \$62,890 in above statement are deposited as required by law.

HARRY H. CLUTIA, President
THEODORE PLESSNER, Vice Pres. & Treas.
WILLIAM WILLIAMS, Secretary
ROBERT L. PARSONS, Secretary

Incorporated 1897

Northern
Insurance  Company
of New York.

83 MAIDEN LANE, NEW YORK

1805 130th ANNIVERSARY 1935
50th ANNIVERSARY of UNITED STATES BRANCH

CALEDONIAN
INSURANCE COMPANY

The Oldest Scottish Insurance Office

GOOD faith to agents and policyholders at all times has been one of the fundamental policies of this company. It is exemplified by an honorable reputation, sound practices, sound underwriting and a sound financial policy.

Caledonian-American Insurance Co.
of New York

Robert R. Clark
U. S. Manager and President

The Netherlands Insurance Co.
of The Hague, Holland

Established 1845
Robert R. Clark, U. S. Manager

Executive Offices: Hartford, Conn.

FIRE INSURANCE NEWS BY STATES

MIDDLE WESTERN STATES

Boards Stress New Auto Law

Concerted Action Taken to Bring Drastic Wisconsin Statute Prominently Before Public

Advantages of strong, well organized local boards, a movement fostered for several years by the Wisconsin Association of Insurance Agents, have again been emphasized in connection with the new Wisconsin law prohibiting automobile driving by persons who have been found guilty of negligence and fail to pay for damage to property, or injury or death to persons.

The measure provides that drivers' licenses be suspended until judgments in actions for damages growing out of automobile accidents are satisfied. It permits restoration of license when \$5,000 has been paid on a judgment involving injury or death to one person, \$10,000 when more than one person is injured or killed, and \$1,000 on a judgment for property damage.

The only exception is that the judgment debtor may make reasonable installment payments with the consent of the court, but if there is a default the secretary of state is to suspend the driver's license until the full amount is met. The law was published Sept. 24, and becomes effective 60 days thereafter.

Agents and Boards Get Busy

Agents have followed up the passage of the law with a concerted drive to sell automobile insurance, pointing out that conditions under this new law are such that few motorists will want to face them without insurance.

Fond du Lac, Sheboygan, La Crosse and a number of other local boards are making a concerted and cooperative effort to inform the public of the drastic provisions of the new law. In mail and newspaper advertising and personal solicitation by members, the boards stress such phrases as "Can You Afford to Take This Chance?" "If the installment payment of automobile premium is difficult, how about the installments of a \$10,000 judgment, and the law says you pay it or stop driving?" "No sane motorist will risk driving under this law without adequate insurance."

Full page advertisements in local newspapers were used by the Sheboygan Board and the La Crosse Board, signed by the member agencies. In addition to calling attention to provisions of the new law, the entire statute is reprinted. The Fond du Lac Board prepared a printed notice which was distributed from house to house by telegraph messenger and delivered to the occupants in person. The same notice was also enclosed in mailings and it is planned to use newspaper space to further impress motorists. Several other local boards in Wisconsin also have made similar efforts.

Name Wisconsin Committees

MILWAUKEE, Oct. 30.—H. A. Bird, Beaver Dam, president Wisconsin Association of Insurance Agents, and Charles Hejda, Manitowoc, chairman executive committee, have announced committee appointments.

On the executive committee are W. J. Tucker, Beloit; Willard Jackson, Eau Claire; Monroe Porth and W. B. Calhoun, Milwaukee. Chairmen of other committees are: Membership, Ralph Martin, Milwaukee; Accident prevention, William Divine, Beloit; legislative, Charles Manson, Wausau; fire prevention, J. A. Brooks, Chippewa Falls.

Detroit Agents Hold Meeting

Liquor Bond Business Proving Acceptable—Trend Toward Lower Fire Rates—Competition Viewed

DETROIT, Oct. 30.—Michigan experience on liquor bonds has been favorable and surety companies are more receptive to this business, said T. E. Griffin, manager National Surety, and chairman of the Detroit Association of Insurance Agents surety committee, at the organization's first fall meeting. Vice-president John Cole presided due to the illness of President Walter S. Halla.

H. T. Stock, chairman of the inspection bureau committee, reported that the bureau is continuing the downward trend of fire rates and has just issued new and lower rates on frame and brick veneer churches and undertaking parlors. In order to have the policyholders benefit by these rate reductions it is necessary to cancel and rewrite policies, he said.

J. W. Callahan, Travelers casualty manager and chairman of the Michigan compensation rating bureau committee, outlined the formation of the bureau and its efficient functioning under Manager A. S. Cowlin. A large number of inspections and ratings is being made by the organization. The speaker warned the agents to make sure that their unrated risks are properly classified. He also discussed the plate glass situation in Wayne county, which is showing an unsatisfactory experience.

Competition Discussed

The competition offered the stock companies by mutuals and reciprocals, especially in the automobile field, was discussed together with the possibility of building up a fund to advertise stock insurance in order to compete with the extensive advertising of the other types of carriers. It was pointed out that the Ann Arbor board has been conducting a regular campaign of this sort, running the same days in the local newspaper that one of the large reciprocals advertises. It was reported that this Ann Arbor campaign has been very successful in preserving business for the agents handling stock insurance.

J. A. Grow, who recently retired as president of the Michigan association, reported the proceedings of the state and national conventions.

C. E. Freeman to Speak

C. E. Freeman, advertising and publicity manager at the head office of the Springfield F. & M., will speak before the Milwaukee Board Nov. 13, using his well known sales skit as the basis for his program.

Ohio Agency Changes

The following agency changes are announced in Ohio: H. J. Walter, Archbold, has transferred his agency to his brother, R. L. Walter. W. M. Shoemaker of Ashley has sold his agency to Alfred F. Myers. At Caldwell, H. M. Shafer has purchased the interest of the late J. W. Fulton in the Shafer-Fulton Agency, and will continue the business as the Shafer Insurance Agency.

M. E. McGowan has purchased the R. S. Nicholson agency, Steubenville. The Miller Agency, Elyria, operated by H. J. Stanford for several years has been changed to "H. J. Stanford, Insurance." C. W. Kinney has purchased the C. D. Smiley agency, Oberlin. G. M. Slaybaugh of Leipsic has purchased the interest of his partner in the Butler &

Slaybaugh agency, and will conduct it under his own name. J. W. Clark has bought the C. J. Curless agency, Lancaster, and will conduct it as the Curless Insurance Agency. At Bryan, J. O. Lowe has purchased the C. E. Kurtz agency.

Following the death of J. A. Pfadt, Lancaster, the business will be conducted by his widow. C. E. Mikesell of New Paris has purchased the H. B. Miller agency. The Carl D. Mead agency, Cadiz, has been sold to Walter Hines & Son. N. E. Taylor has purchased the Roy Huntwork agency, Pickerington. Following the death of A. H. Shotter of Shotter, Faerber & Co., Cleveland, his interest has been taken over by his daughter, Miss Mary Virginia Shotter. The agency will be continued under the same name.

Insurance Talk to Credit Men

KALAMAZOO, MICH., Oct. 30.—"Insurance and Its Relation to Your Business" was discussed by A. R. Schorer, Kalamazoo local agent before about 45 members of the Credit Association of Southwestern Michigan at a meeting here. Some of the technical phases of the business and of insurance contracts were explained. A general discussion followed the address.

Traffic Safety Board's Topic

MANITOWOC, WIS., Oct. 30.—At the monthly meeting of the Manitowoc Insurance Board, devoted mainly to traffic safety and accident reduction, Sergeant George Tulach of the police traffic division told of problems confronting the division in its effort to make driving safer and reduce traffic law violations.

The local board has assured the police department full cooperation in its safety program.

Donahue's Territory Increased

E. T. Donahue, resident adjuster of the Western Adjustment at Green Bay, Wis., has been named manager of the Green Bay, Appleton and Fond du Lac, Wis., offices, succeeding Ben N. Ehr, who died recently.

Mr. Donahue is particularly familiar with conditions in this area having been attached to the Appleton and Milwaukee offices before removing to Green Bay. He has been successful at Green Bay, winning the regard of the insurance fraternity by his close and careful attention to business. Mr. Donahue will continue to make his headquarters at Green Bay from which point he will serve the balance of his field.

Benesch May Resume Post

A. A. Benesch of Cleveland may return to the post of director of commerce of Ohio Dec. 1. Mr. Benesch was appointed by Governor Davey to take office last January. Because of illness he never served, retiring July 1. W. P. Wagner of Canton was named to succeed him but it is understood that another place will be created for Mr. Wagner at an even larger salary, thus clearing the way for Mr. Benesch's return.

Contest for Flint School Line

FLINT, MICH., Oct. 30.—The Flint Association of Insurance Agents is making an aggressive fight for the board of education insurance, under the leadership of P. J. Braun of Newall & Braun, governing committee member of the Michigan association for the Flint area. The local board is putting forth every effort to secure the line, asserting its belief that the school board has no right to buy anything but stock coverage, even though the law preventing municipalities from buying mutual or reciprocal coverage has been amended to elimi-

Kansas Official



HARRY O. TINKLEPAUGH,
Kansas City, Kan.

Harry O. Tinklepaugh, Kansas City, Kan., the new vice-president of the Kansas Association of Insurance Agents, is a live wire in his city. He is 42 years of age and is a native of Kansas City, Kan. He has been in the insurance business for 17 years. He started with the Albert Mebus agency in 1918 and three years later went into business for himself. L. B. Holcomb and Mr. Tinklepaugh formed a partnership in 1927 under the firm name of Holcomb & Tinklepaugh. In May, 1933, they purchased the Mebus agency, and moved to the same location in which Mr. Tinklepaugh started in business. In January of last year the firm of Holcomb-Tinklepaugh & Lind was organized, Clarence H. Lind becoming a partner. Mr. Holcomb died in September of this year, and Mr. Lind and Mr. Tinklepaugh purchased his interest, changing the name of the firm to Tinklepaugh & Lind. Mr. Tinklepaugh took up the baton and led a 72-piece band to the American Royal livestock horse show Oct. 21, "Kansas Day."

nate the ban against mutual insurance. The Flint association is considering the possibility of bringing a test case to test the validity of the amendment.

Report on Kansas Convention

WICHITA, Oct. 30.—Duane T. Stover, retiring Kansas national councillor, gave a report on the Topeka convention of the Kansas Association of Insurance Agents at the meeting of the Wichita Insurers. At the Nov. 7 meeting reports on the national convention will be given by Frank T. Priest and Mr. Stover. Revision of membership requirements was discussed, the Wichita board now having 38 member agencies.

J. H. Camlin Is Honored

A hand engraved certificate commemorating the representation of the New Hampshire for 30 years by John H. Camlin, well known local agent of Rockford, Ill., was presented to Mr. Camlin at a dinner for him and his staff in Rockford. A. D. Yeaton, western general agent of the New Hampshire, and W. G. Shipe, Illinois state agent, represented the company.

Newspaper Articles Praised

DETROIT, Oct. 30.—Tribute was paid to H. T. Stock of the A. J. Stock agency, at the October meeting of the

Detroit Association of Insurance Agents, for his achievement in "selling" a local newspaper on running a series of articles explaining various types of stock insurance to the public in simple, clearly understandable terms. The articles are appearing once a week, each dealing with a different form of coverage.

Vice President John Cole, Cole-Mason Agency, who presided, praised the series and several speakers reported a very favorable reaction to the articles on the part of their policyholders.

Insurance Men on Trade Trip

H. A. Blinn, assistant secretary of the Wheeler, Kelly, Hagney Trust Co., and Bert Hedges, Kansas manager of the Business Men's Assurance, represented Wichita insurance interests on a trade trip of the Wichita chamber of commerce covering 26 towns in south-eastern Kansas. Lester Weatherwax of the John Hancock Mutual directed a quartet which furnished entertainment on the trip.

Kansas Losses Lower

Kansas fire losses for the first nine months are \$1,301,702 less than the same period of 1934 or a reduction of 43 percent. September loss was \$133,791, approximately \$55,000 less than September, 1934, and \$51,000 less than August. Farm losses in September were \$50,208, compared with city losses of \$83,583.

Gets Glens Falls in Detroit

The Hayes Agency, Detroit, headed by W. H. Wolf, former Michigan state agent of the Lumbermen's and Philadel-

phia National, has been appointed general agent of the Glens Falls, for which C. G. Olds and J. E. Nee are special agents in that territory.

Case Conducts Essay Contest

Shelby Holmes, president; W. R. Kirk, secretary, and Ewing B. Fergus, chairman of the fire waste committee of the Kansas State Fire Prevention Association, were judges of the Fire Prevention Week essay contest sponsored by Rosse Case of the Case & Son agency, Marion, Kan. All schools of the county, rural and city, participated.

Kansas City Explosion Loss

Fire and explosions destroyed the 3-story research unit of the Cook Paint & Varnish Co., North Kansas City, Mo. A 1,000-gallon tank of nitro-cellulose exploded. The loss was estimated at more than \$200,000.

Middle West Notes

James Gagen, local agent of Antigo, Wis., died at his home there.

Levi B. Stump, 79, veteran local agent and pioneer of Caldwell, Kan., who only recently retired from the insurance business, died last week.

Fred Gehner, former city assessor, has opened a local agency at 104 North Fourth street, St. Louis.

J. J. McGee of the Thomas McGee & Sons agency has been elected a director of the Kansas City chamber of commerce.

The John A. Finan Insurance Agency, Zanesville, O., has been incorporated by John A. Finan, T. D. Dennis and M. C. Finan.

W. C. Cadwallader, Owosso, Mich., local agent, has returned home after several weeks in the hospital following a serious operation, and expects to be at the office again in about three weeks.

IN THE SOUTHERN STATES

Refuse to Cancel Policies

Bondsmen of One Agent Liable for Agent's Failure to Follow Instructions—Another Agent Absolved

Judgment in favor of the Mechanics & Traders and against the bondsmen of its agent, Edmondson, has been entered by the Oklahoma supreme court on the ground that Edmondson refused to cancel a fire insurance policy at the insistent and repeated request of the insurer. There was a fire and the Mechanics & Traders was forced to pay \$1,500 to the assured. The case was Washington, et al, vs. Mechanics & Traders.

The Mechanics & Traders instructed Edmondson on Oct. 21, 1927, to cancel the policy issued to one Young and the instruction was repeated on Nov. 1, Nov. 15 and Nov. 29. Edmondson failed to cancel the policy and the house of the assured was destroyed by fire. The liability of the bondsmen was limited to \$1,000.

The supreme court held that it is the duty of the principal's agent, when ordered peremptorily to cancel a risk, to exercise reasonable diligence to execute the order, and his neglect to do so renders him liable to the company for proximate damages unless the agent can show some valid reason for his failure to follow his instructions. When the principal gives instructions, they are binding on the agent, and he must follow them. He has no legal right to sit in judgment on the wisdom or expediency of the directions that are given him. His duty is to execute the order with reasonable promptness and with fidelity. It is no defense to an action for an agent's failure to cancel a policy that the special agent of the company who directed its cancellation had power to cancel it.

Another case involving the liability of an agent when he fails to cancel a policy, as directed by one of his companies, has been decided in favor of the

agent by the Oklahoma supreme court in American of Newark vs. Blake.

Blake wrote two policies on April 3, 1928, and reported to the American. On April 9 the American wired Blake to give notice of cancellation of the policies and on the same day wrote him a letter confirming the instructions in the wire. Blake did not give notice. The property was destroyed by fire on April 14. The American paid the loss and brought suit against Blake.

The supreme court held that in order to state and prove a cause of action against Blake, the American was required to show that the negligent failure to give the notice was the proximate cause of its loss—that is, had Blake given the notice when directed so to do, no loss would have occurred to the American.

The telegram was not received until April 10 and if notice had been given on that day, the policy would have remained effective until April 15, the day after the fire, unless the insured had done something to nullify the five-day waiting period. Until it is shown that the insured contradicted away, waived or abandoned the five day waiting clause, the benefit or protection remains to them. The facts proved by the American are not sufficient to show that the loss if sustained is attributable to Blake's failure to give the notice of cancellation alone.

Regional Meetings in Texas Are Scheduled in November

A number of regional meetings of the Texas Association of Insurance Agents are scheduled in November, various regional vice-presidents being in charge. The schedule is: Nov. 5, Wichita Falls, G. R. Riland; Nov. 6, Amarillo, G. G. Ordway; Nov. 7, Lubbock, S. J. McFarland; Nov. 19, Taylor, R. L. Galloway; Nov. 20, Houston, Adams Martin. Invitations are being extended to all agents residing in these districts. In attendance also will be Fire Insurance Commissioner Mauk,

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65 YEARS OF ACHIEVEMENT

Casualty Commissioner Waters, R. B. Cousins, Jr., manager Texas Insurance Checking Office; T. S. Gillis, president Texas association, and D. G. Foreman, secretary.

This is the second series of meetings, others having been held in October at Corsicana, McKinney and Paris. Attendance was better than in past years. The meetings are conducted in the form of round table discussions on agency problems.

Insurance Men Are Named

L. W. Gosling, well known agent of San Antonio, has been appointed on the committee for San Antonio to handle the \$400,000 federal fund for the Texas Centennial in 1936.

Claude V. Birkhead who has been designated as chairman of the committee, is attorney for the San Antonio Insurance Exchange.

Boney to Give Address

Insurance Commissioner Boney of North Carolina will address the mutual fire and casualty agents at their annual meeting at Greensboro, N. C., Nov. 12. At this meeting a constitution and by-laws will be adopted.

Can Examine Cooperatives

OKLAHOMA CITY, Oct. 30.—A long mooted question in Oklahoma was settled by an opinion of the attorney general, at the request of the state insurance board, that the board has authority to make thorough investigation and examinations of mutuals, reciprocals and indemnity exchanges when considering issuing or renewing licenses. He stated that the "statute is clear and specific and contemplates such examination whenever it appears to the board that same should be made."

Acting on this opinion, the board authorized Secretary Philpott to proceed with the organization of an examination committee which will, as far as possible, meet with other examiners or committees and investigate the standing and operating methods of such carriers as often as necessary.

Kentucky Mutuals Reelect

LEXINGTON, KY., Oct. 30.—John Kratt, Covington, was reelected president of the Kentucky Mutual and Co-operative Fire Insurance Association at the closing session of a two-day meeting here. L. M. Stewart, vice-president, and G. W. Frank, Louisville, secretary, were also reelected.

Good Attendance at Lexington

The regional meeting at Lexington, Ky., drew almost as large an attendance as the one in Louisville, with 170 present. John Rygel, Hanover; C. D. Sheffe, London Assurance, and F. S. Dauwalter, Royal-Liverpool group, gave about the same talks as in Louisville.

Mrs. Liberty Green, president Lex-

ington Board; Harry Houlihan of Lexington, second vice-president Kentucky Association of Insurance Agents; W. P. Huffman, president Kentucky Fire Underwriters Association; W. F. Clark, assistant manager Kentucky Actuarial Bureau, and William Bronston, manager Lexington office Kentucky Actuarial Bureau, were among those introduced.

South Carolina Essay Contest

The South Carolina Association of Insurance Agents is carrying on a fire prevention essay contest. The judges are Insurance Commissioner King, President David Huguenin, Equitable Fire of Charleston, and President J. M. Green of the South Carolina association, Orangeburg. The contest will close Nov. 15.

El Paso Studies Building Code

EL PASO, TEX., Oct. 30.—The city council has appointed a committee of architects, engineers and others to draft a building ordinance for the city based on the code of the National Board. Lumber dealers have sought permission to construct homes of stucco on metal lath and brick veneer, both of which are now prohibited, and also to use wood-joint construction for business structures within the inner fire limits, if equipped with automatic sprinkler systems.

Brick interests of the city oppose the

drawing of a new building ordinance and claim it will result in a higher key rate. The council will submit the proposed new ordinance to Fire Commissioner Mauk for his opinion as to its effect on the key rate. The El Paso Insurance Exchange is to be quizzed also as to the effect on rates.

Birmingham Situation Bad

The situation in Birmingham, Ala., caused through writing the schedule of school properties is still seriously agitating agents of that city. The board sought a meeting of the executive committee of the Southeastern Underwriters Association to review the affair, but, unable to secure full attendance, will seek a further gathering. It may be the question will go over to the meeting of the S. E. U. A. at Pinehurst, N. C., next month, so that a full expression of views can be secured.

Kilgore, Tex., Key Rate Reduced

State insurance commission inspectors have completed a month's survey of Kilgore, Tex. The city's key rate has been reduced from 51 to 37 cents. The present survey was the second in three years, due to the rapid growth of the city.

H. C. Robinson, Jr., 52, of the Lea, Radford & Robinson agency, Houston, Tex., died in a hospital there.

PACIFIC COAST AND MOUNTAIN

Approve Veteran Board Plan

Pacific Board Companies Accept Proposal—Now Up to Veterans Organization

SAN FRANCISCO, Oct. 30.—A successful conclusion is indicated by negotiations between the Pacific Board and the California Veterans Welfare Board, pending for three months, over a proposed agreement whereby member companies of the Pacific Board may write the fire insurance controlled by the Veterans Board.

The companies have already approved the agreement, following its sanction by the executive committee, and it is now before the Veterans Board for final approval and signature.

Shortly after the Veterans Board was created for the purpose of financing homes and farms for world war veterans, a controversy started over the insurance requirements. Local agents contended that the business should be placed through agents in the locality of the risk, but the Welfare Board made an arrangement with the two non-board companies and with two specified agents and brokers. The terms offered and de-

manded were such that the Pacific Board would not at that time approve the deal.

The past five or six years the business has shown a good loss record, with the result that a few months ago two board companies contracted with the veterans bureau to handle the business on the same basis, and this contract was put before the Pacific Board for approval.

Committee Handles Details

Joy Lichtenstein, Pacific Coast manager of the Hartford and president of the Pacific Board, played a leading part in obtaining the cooperation of the Veterans Board. The details of the agreement were left to a committee consisting of Elmer Bonstin, Pacific National; C. I. Magill, Home of New York and Ray L. Ellis, Rolph, Landis & Ellis.

This business was first written by the National Union, when it operated non-board, and the Merchants of New York. The National Union has since rejoined the Pacific Board and when the original agreement between the Veterans Board and these two companies expired, the National Union and Pacific National Fire entered into a similar contract with the Veterans Board. When the new agreement becomes effective, the contract between these two companies and the

Pacific Board President Gives California Address



JOY LICHTENSTEIN, San Francisco

Joy Lichtenstein of San Francisco, Pacific Coast manager of the Hartford Fire and Hartford Accident & Indemnity group, spoke this week before the annual meeting of the California Association of Insurance Agents at San Diego. Mr. Lichtenstein is president of the Pacific Board and is acknowledged as one of the eminent leaders of his section.

veterans body will be automatically cancelled.

At the request of the Veterans Board, President Lichtenstein has appointed a standing "contact committee" to consist of the president, vice-president and chairman of the executive committee of the Pacific Board.

California Licenses Issued

For the month ending Oct. 15, the California insurance division issued 1,971 agents' licenses, of which 760 were life agents, 1,154 other than life and 57 inter-insurance agents. There were 183 new complaints covering disputes over settlements made by companies and disagreements between assured and agents, brokers or companies, 134 of which were disposed of.

Cassavant in New Connection

R. N. Cassavant has been appointed special agent for E. D. Williams & Co. in Los Angeles. He was formerly special agent of the Manhattan Fire & Marine in southern California. Before

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going to Los Angeles he was with Rule & Sons in San Francisco and the J. B. F. Davis & Sons agency in that city. He began his insurance career with the Washington Surveying & Rating Bureau.

Mill Mutuals' Denver Office

The Mill Mutuals are extending their general business operations to Colorado, appointing a resident state agent to supervise the business. Kent R. Brown has been appointed state agent with headquarters at 1300 Cherry street, Denver.

Agents Head C. of C. Committees

SALT LAKE CITY, Oct. 30.—E. H. Miller, manager insurance division Tracy Loan & Trust Company, and former president Utah Association of Insurance Agents, and Eastman Hatch, president of the Eastman Hatch Agency, have been chosen chairmen of the entertainment and the military affairs committees of the Salt Lake chamber of commerce.

Fowles Still with HOLC

J. F. Fowles, head of the Wasatch Insurance & Investment Agency, Ogden, and former president of the Utah Association of Insurance Agents, is still serving as Utah manager of the HOLC, his recent resignation not having been accepted. He became head of the home loan setup in Utah when it was started two or three years ago.

New Deputy in Utah

SALT LAKE CITY, Oct. 30.—Miss Rhea Huett, assistant insurance commissioner of Utah for 15 or 20 years, has married and is now living in California. Commissioners might come and go, but Miss Huett was always retained because of her invaluable services.

C. N. Ottosen, who has been an investigator for the department for several months, becomes assistant commissioner hereafter. Mr. Ottosen has been a federal "G-man." He is an attorney by profession.

Menn Los Angeles Speaker

At a meeting of the Insurance Exchange of Los Angeles, W. H. Menn, past president of the exchange, for two terms president of the California Association of Insurance Agents and recently appointed National association executive committeeman, gave a report on the national convention and the work of the national organization.

New California Code Out

A complete edition of the insurance code of California as of Sept. 15, 1935, with all amendments enacted at the last legislature, is being distributed by the supervisor of documents, 214 State Capitol, Sacramento, Cal., at \$1 per copy postpaid. Cloth bound volumes are \$2 per copy and flexible leather covered editions \$2.50.

Henkel Opens Own Office

DENVER, Oct. 30.—F. L. Henkel, a member of the firm of Brown & Henkel, adjusters, for the past year, and for 10 years previous to that a representative of the Underwriters Salvage Company, has established his own adjustment company in the Gas & Electric building. It will be known as the Fred L. Henkel Adjustment Co.

Miscellaneous Notes

The Taylor Mutual Insurance Agency, Greenville, Ky., has been incorporated by Annie F. C. E. and J. H. Taylor.

The Laddin Taylor Adjustment Company has opened offices in the Swann building at Tyler, Tex.

Louisville 1934-35 loss record lowest in 20 years with \$171,174 total; average for ten preceding years, \$711,677.

J. R. Anderson, Jr., of Richmond, Va., director and chief accountant of the Daventport Company Agency, died last week at the age of 75.

Felix I. Morin, 35, Springfield, Mass., local agent, died at a Boston hospital, where he recently underwent an operation.

EASTERN STATES ACTIVITIES

Pennsylvania Confab Is Set

E. U. A. Committee and Agents to Discuss Contingent Question Second Week in November

PHILADELPHIA, Oct. 30.—The second week in November has now been set as the date for the meeting of the Eastern Underwriters Association committee headed by John M. Thomas, president of the National Union, and the conference committee of the Pennsylvania Association of Insurance Agents to discuss the matter of a contingent for agents in the Pennsylvania ordinary territory.

This is the third date fixed for the conference. The first date, early in October, found most of the members of the two committees unable to attend. Last Wednesday was then tentatively set but this was later changed when it was found that Kenneth H. Bair, president of the National Association of Insurance Agents who is also a member of the Pennsylvania association committee, would be in the middle west. The agents are anxious to have Mr. Bair present and so the date will be fixed for a time when he is through his present western speaking trip. The conference will in all likelihood be held in Philadelphia.

Speculation on Outcome

It is hard to predict at this time just what the E. U. A. will do in this matter. It is reported that the E. U. A. is determined upon a course of closer cooperation with the agents as a means of combating non-board and mutual competition. This course embraces the theory of agents and companies sitting down and ironing out their troubles. It is also held that the E. U. A. will

agree to a contingent for the ordinary territory agents.

However, it is also stated that the E. U. A. cannot agree to a contingent for the Pennsylvania ordinary territory without leaving itself wide open for similar demands from other sections. To meet the Pennsylvania demands will mean having to meet requests elsewhere with a resultant taking away of the margin of underwriting safety. From this source, it is said that the E. U. A. cannot afford to agree to the request of the Pennsylvania agents.

Neutral observers, however, believe that the non-board drive for agents in Pennsylvania ordinary territory will cause the E. U. A. to effect a compromise agreement with the Pennsylvania agents on the contingent question. It is being taken for granted that if the E. U. A. does agree to a contingent that the agents will not receive the 10 percent they are asking.

Official Makes Explanation

Massachusetts State Bank Commissioner Tells Plan Followed With Insurance on Failed Institutions

The resolution adopted by the Massachusetts Association of Insurance Agents at its annual meeting calling on its executive committee to investigate the placing of insurance on closed trust companies has elicited a statement from State Bank Commissioner Pearce. The charge is made that John J. Curley, a brother of the Massachusetts governor, acted as broker in placing the insurance with the 18 closed trust companies, the whole business being given to one firm. Commissioner Pearce stated that it would save the depositors about \$30,000 a year for the next three years.

He declared that he started the plan of blanket or subinsurance policies in the banks that came under his control last August. He took the matter up with Russell, Fairfield & Ellis of Boston direct. He said he knew nothing about who were employed as their brokers. Formerly it was customary for the trust companies to carry a policy for each piece of property. The insurance firm, he added, set up a separate department to handle the business of the closed banks. Commissioner Pearce said that he had no complaint from companies represented in other agencies, although some brokers protested when the policies they had written on separate pieces of property were not renewed. The schedule policy covers all the properties held as mortgage by each bank.

Sliding Scale Is Suggested

Arthur Rouillard of New Hampshire Proposes Plan in Lieu of Contingent Commissions

Arthur Rouillard of Claremont, N. H., has come out in favor of a sliding commission scale. He is past president of the New Hampshire Association of Insurance Agents. He contends that the use of such a scale would eliminate much of the irritation now existing between company and agent caused by the fact that agents are remunerated for good and poor risks on the same scale.

A sliding scale, he contended, would reward the agent for good underwriting, require him to broaden his knowledge of underwriting and cultivate good practice and would reduce the number of commission "chasers."

He favors the sliding scale rather than contingent commissions. Under the contingent plan, he points out, the way is open for possible transfer of business from one company to another to boost commissions and with a regular

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John V. Wightman, financial editor of the Hartford "Times," is a son of Vice-president A. H. Wightman of the Lincoln Fire of New York. Mr. Wightman is also associated with the American Reserve. The editorial son is doing most excellent work on the financial page of the Hartford "Times," not only looking after that department but running under his own name some comment, "Today in Finance." Hartford, being a great insurance city, offers the opportunity for Mr. Wightman every once in a while to give an insurance touch to his observations.



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commission satisfactory and the contingent usually so small there is no real incentive to solicit only good business.

Mr. Rouillard suggests that the commission scale be based on the agency's loss ratio for a three year period. If the loss ratio was 60 percent or higher, he suggests that the commission paid be 15 percent; 50 percent or higher, 20 percent; 40 percent loss ratio or higher, 25 percent; 30 percent loss ratio, 30 percent commission, and 20 percent loss ratio, 35 percent commission. The new agent's commission, he suggests, be set at 20 percent until a three year record is available. Brokers commissions should be limited to 15 percent and bona fide general agencies should continue to maintain a 10 percent overwriting basis.

There would have to be a statistical bureau to compute commissions, he states. The agents would have to be required to present sworn statements confirmed by their companies to the bureau and that bureau in turn would inform the companies of the agent's commission.

Opens Philadelphia Office

The Western Sprinkled Risk Association of Chicago has opened a branch office in the Drexel building at Philadelphia with William E. Thomann as manager. It will act as a service agency in the Middle Department states and will operate under the eastern office in New York City. Mr. Thomann is a graduate of Syracuse University and has been connected with insurance and its fire protection work for a number of years.

Hooker Renamed Actuary

Russell O. Hooker of Hartford has been reappointed actuary of the Connecticut insurance department by Commissioner Blackall. Mr. Hooker has been actuary since 1928. He went to Hartford after having been assistant actuary of the New York and Massachusetts departments. He is a graduate of Cornell, and was with the actuarial department of the Sun Life of Canada from 1923 to 1925.

Insurance Society Nominees

BOSTON, Oct. 30.—The annual meeting of the Insurance Society of Massachusetts will be held Nov. 21, when the society will vote on a suggestion to devote the income of its

invested funds to educational or scholarship purposes.

Nominees to be voted on at that time are: President, C. F. J. Harrington, O'Brien, Russell & Co. (reelection); vice-presidents, F. A. Bailey, Field & Cowles; A. S. Nelson, Kaler, Carney, Liffier & Co., and F. J. O'Gara, John C. Paige Co.; secretary-treasurer, F. J. Devereux, Patterson, Wyld & Windeler; directors for two years, H. A. McKenna, London Guarantee & Accident; Frank Butcher, O'Brien, Russell & Co.; W. A. Sturgis, North British & Mercantile; J. H. O'Neil, Russell, Fairfield & Ellis; F. C. Elliott, Aetna Casualty; trustee for three years, C. H. Nudd, Rogers & Howes.

Study Asbury Park Situation

National Board engineers are in Asbury Park, N. J., studying the effect changes in operation of the municipal departments determined upon by the new city manager are likely to have upon general fire protection conditions. The present manager had certain regulations repealed which had been in force some years.

Rhode Island Agents' Meeting

The annual meeting of the Rhode Island Association of Insurance Agents, which was set for Wednesday of this week, has been changed to Nov. 13 at Providence, the meeting to be held in the evening.

Asbury Park Agency 50 Years Old

The T. Frank Appleby Agency, Asbury Park, N. J., is rounding out 50 years of activity. It started in a small way in 1885 under the supervision of the late T. Frank Appleby, twice a member of Congress. Six of the 16 companies represented by the firm have been in the agency more than 40 years.

Withers to Address B. & L. Men

Insurance Commissioner Withers of New Jersey will be the principal speaker at the semi-annual convention of the New Jersey Building & Loan League Dec. 13-14 at Asbury Park.

Large Proportion Fail

Of the 59 applicants for brokers licenses, 21 succeeded in passing the New York department's examination.

MOTOR INSURANCE NEWS

Nelson Gives Talk on Code

Deputy Illinois Superintendent Spoke Before the Illinois Insurers at Peoria Meeting

The Illinois Insurers, composed of non-organization automobile writing companies, held a meeting in Peoria last week and the members were addressed by Chief Deputy R. T. Nelson of the Illinois insurance department. He dwelt at some length on the revised insurance code which was introduced at the special session of the legislature this week. He urged the officials to get back of it and support it. C. L. Morris, secretary of the Illinois National Casualty of Springfield, Ill., is president of the organization and presided at the Peoria meeting.

Survey on Installment Plan

Life Company Investigates Situation as to Deferred Payment System in Automobile Purchasing

The Northwestern National Life of Minneapolis has made a study of the attitude of people buying automobiles on the monthly payment basis. It finds that the average car buyer takes a sixth

of his income to cover these payments. The average new car buyer, according to the survey, earns \$185.50 a month. He buys a car costing \$765. He pays \$104 in cash, gets a trade-in allowance of \$227 for his old car and pays off the balance, including finance charges and insurance, over an average term of 15 months at \$33.50 a month. He has an old car to trade in in three cases out of four.

Plan Usually Followed

The average used car buyer earns \$134.50 a month, pays \$49 in cash, and turns in an old car for \$81, towards a later model priced at \$345, which averages a little less than four years old when he buys it. He must pay \$20 monthly for an average term of 13 months to own his car free and clear, and succeeds surprisingly well at the undertaking. He makes all but one of his 13 payments promptly; needs a telephone call or some other reminder on one of them, however. In about half of the deals he has an old car to turn in towards the later model used car he buys; the other half of the used car deals are "clean"—no trade-ins.

During 1935 the buyer has had a tendency to rush to the auto dealer's and sign up for another car as soon as he found a job, which may have something to do with the slight increase in delinquencies and repossession as compared with 1934 figures, which were at a record low since 1929. The increase,

Lancaster Agent Heads the New Hampshire Body



ARTHUR H. NELSON

Arthur H. Nelson, the new president of the New Hampshire Association of Insurance Agents, began his insurance career in the office of George N. Kent & Son in Lancaster, N. H., in 1924. He became a member of that firm in 1927. For the past two years he has been vice-president of the state association and served on its executive committee for one year before that. Locally he is active in the Rotary Club.

taking the country as a whole, is negligible, however, and the average American "time" auto buyer continues his excellent credit record. In only about one case out of 40 is the new car purchaser unable to make the grade, losing his car by repossession proceedings. The used car purchaser is unable to carry the load in about one case out of 15.

The trend in recent years has been to lighten the load on the family's living budget by lengthening the term of financing; whereas 12 months used to be the maximum time allowed, nowadays the new car buyer can have 18 months to clean up his contract.

New Models Spur Premiums

LANSING, MICH., Oct. 30.—Early introduction of new models is proving a spur to the automobile insurance business in Michigan, according to executives of specialty companies writing auto lines. This season of the year is usually dull for the automobile carriers, but it is believed that the new model policy will keep the offices more active and will tend to equalize the business in the future as it was designed to stabilize the automotive industry itself. Huge percentage gains over similar periods in previous years are already being recorded by the auto carriers.

Houston Bank's Finance Plan

The Houston National Bank, Houston, Tex., has entered the automobile finance field. The Houston bank is charging a flat 8 percent per annum for loans for balance payments on new cars or straight loans on automobiles. It has informed insurance agents and auto salesmen of its plan and leaves the matter of insurance to the car owner and the agent. The bank accepts policies from all agents. The monthly payments can be arranged to suit the convenience of the buyer and seller.

Heavy Loss Is Uninsured

NEW YORK, Oct. 30.—It is conservatively estimated that the damage to automobiles as a result of collisions with either movable or stationary ob-

jects last year aggregated \$168,000,000, of which sum \$31,000,000 was paid for by stock insurance companies under collision covers and \$21,000,000 was paid by stock casualty companies under

property damage liability policies. W. H. Griffith, manager of the automobile department of the America Fore, cites these comparisons to indicate the production opportunity.

MARINE INSURANCE NEWS

Reviews Transportation Cover

Mark V. Campbell of Automobile Outlines Various Marine Forms and Their Purposes

Opportunities for the sale of various forms of transportation insurance were covered by Mark V. Campbell, western marine manager of the Automobile of Hartford, before the Illinois Association of Insurance Agents' annual meeting. The trip transit certificate covers the occasional or infrequent shipper, such as those moving household effects or a manufacturing plant.

There is an express policy which covers the property against all risks during transportation and navigation. As a rule, the premium averages 30 to 60 percent of the cost assessed by the express company when full value is declared. The express company makes an excess value charge of 10 cents on each \$100 or any fraction of the value declared. It will not pay over \$50 in case of loss or 50 cents a pound, actual weight for any shipment over 100 pounds unless a greater value is declared and charges for such greater value paid. The express company does not require the shipper to declare the full value of the shipment, thus in many instances saving in excess value charges which will more than pay for insurance.

Provides Complete Protection

A transit policy provides complete protection made necessary by the many elements entering into the various modes and conditions of transportation. This includes flood, tornado, earthquake, landslide, lightning, riot, strike, civil commotion and also fire while the property is in the custody of carriers as bailees or warehousemen and not as common carriers. The policy provides a service by which the sums involved in any losses are promptly released whereas bills of lading, express receipts and other contracts of carriage have no provision requiring claims to be paid at any specified time. The policy is also a guarantee of solvency. This is a specially good point, as certain carriers, such as public truckmen, whose resources are limited, are not only apt to be found insolvent at the time of a loss but without adequate insurance as well.

There is also a form insuring the shippers' interest in cargo shipped by truck. It has been the custom for shippers to depend upon truckmen to provide insurance, but this has not proved satisfactory in many instances. As a result, the trend today is in the direction of the shipper procuring insurance to cover shipments made by truck carriers often written on a contingent basis by which the shipper is indemnified only if and when the truckman has been unable to make good himself the amount of loss or damage.

There is a motor carrier's policy with a premium based on the annual rate charged against the limit of liability insured per scheduled truck. There is also a gross receipts form with the payment of premium at an agreed rate applied against the monthly receipts. These policies are written only in the name of the truckman and the shipper cannot be named nor can the policy be endorsed to include him.

There is a distinct advantage for the shipper to avail himself of insurance in his own name. Fundamentally the usual form of truckmen's policy is a legal liability one and is intended only to protect his interest, distinguishing it thus from insurance for account of the shipper. It is incumbent upon the shipper to provide himself with insurance that

will indemnify whether or not the truckman has insurance or if he has insurance to avoid being prejudiced by any conditions named in the contract of which the shipper is not aware or in the event of there being a deficiency to properly cover the amount of the loss. Not infrequently more than one shipper is involved in the same loss.

Truck Hijackings Reported Much Decreased in Chicago

Truck hijackings in Chicago have decreased 70 percent in value of cargoes lost since the cartage theft committee of the Association of Commerce began to function, it is reported. This committee secured cooperation of city and county highway police in systematic patrolling of certain routes which were recommended for use by truckmen hauling valuable cargoes. Various other steps were taken, some concerns fingerprinting all truck drivers in order to check a possible crime connection, which in some cases was established. The committee first was headed by C. A. Bethge, vice-president Chicago Mail Order Company, then by L. E. Muntweyler, general traffic manager Montgomery Ward & Co., and later by C. C. Stewart, general manager of the Cartage Exchange of Chicago.

Heavy Loss Is Escaped

NEW YORK, Oct. 30.—Marine carriers escaped a heavy loss recently when the S. S. Santa Lucia went ashore near Guayaquil on her way to New York from Valparaiso. This vessel, valued at \$3,000,000, was heavily loaded with copper. Part of the cargo was removed and she proceeded on her way.

Furrier San Francisco Speaker

Arnold Liebes, prominent San Francisco furrier, addressed the Inland Marine Club of that city, at its luncheon meeting. Mr. Liebes told of the fur business and the many factors involved in the insuring of furs.

Swanson Los Angeles Manager

R. S. Swanson has been appointed manager of the Los Angeles branch office of the Pacific Marine Insurance Agency, succeeding B. W. Hilbert, resigned. For five years Mr. Swanson has been with Cosgrove & Co. and Rule & Sons, serving as marine supervisor in the latter agency.

War Risk Rates Cut

NEW YORK, Oct. 30.—The lessening of the tension between England and Italy is reflected in lower war risk rates for shipments to and from the latter country and a definite rate of $\frac{3}{8}$ percent is now being quoted for Italian steamers. For the last few weeks this rate has been at the option of the individual underwriters. Rates on shipments to and from the far east remain the same. Many shipping lines have rerouted their vessels around Capetown and while there is a reduction in the war risk rates, the marine rate, of course, is higher.

Wants Full Information

The joint committee on interpretation and complaint has issued a bulletin requiring that full facts surrounding coverage at lumber terminals for inter-coastal shipments by ocean steamer must be submitted to and approved by the committee. Such terminals, the committee states, are not necessarily places of storage or deposit.

State Convention Notes From New England Field

New England convention goers were busy last week making the rounds of the Massachusetts, Connecticut and New Hampshire agents' annual meetings. Ralph E. Richman covered the sessions for THE NATIONAL UNDERWRITER.

* * *

William Quaid and S. A. Mehorter of the Home of New York were neither tardy nor absent at all three meetings.

* * *

Frank W. Sargeant, president of the New Hampshire Fire and Victor Roth, president of the Security Fire were the only company heads seated at the official tables.

* * *

Archibald B. Gile, Hanover, N. H., is the newly elected national councillor for that state. He was president of the New Hampshire Association in 1932. He comes from the town which shelters Dartmouth College.

* * *

Secretary Walter H. Bennett of the National association made his final swing of the year at the New England meetings.

* * *

Three men qualified for presents. At the New Hampshire meeting Secretary Bennett received a traveling case and retiring President Alpheus B. White a cocktail set. At Worcester, the Massachusetts association gave Edwin J. Cole a very handsome desk clock to express their appreciation for his services in association work, particularly as president of the national organization.

* * *

The Nelsons have it in New Hampshire. Arthur is president and Stewart is secretary.

* * *

H. Styles Bridges, receiving mention as a republican vice-presidential nominee, now governor of New Hampshire, spoke on state problems before the agents there. He is a splendid example of the effective younger men now in public life.

* * *

Commissioner John E. Sullivan, New Hampshire, says he thinks provision for state automobile claim courts in the Sullivan substitute plan for compulsory automobile insurance would make the program constitutional.

* * *

John C. Blackall and Francis J. DeCelles, new insurance commissioners in Connecticut and Massachusetts, were making their initial bows to their state associations. It was an old experience for John E. Sullivan, who has served New Hampshire 12 years.

* * *

The Fireman's Fund showed a traffic safety film at Manchester. It is top notch in the heart strings puller class.

* * *

Massachusetts needs reform badly in its annual meeting program. It is consistently too crowded with speakers and too short in time space for an effective convention.

* * *

Charles Hewitt, formerly vice-president of the National of Hartford, now with Boit, Dalton, Hamilton, Church of Boston, is taking an active part in Massachusetts association affairs. His comments at the convention were clear cut and effective.

* * *

New officers in New England are young men. Effective work for state associations is grueling work and lots of energy is a necessity when associations have no paid executive secretaries. Probably paid secretaries will be introduced in New England soon.



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Bennett Presents Specific Charges

(CONTINUED FROM PAGE 3)

by Mr. Bennett. Reports have reached him that New Hampshire is having an unusual share of rumor spreading concerning local agents. Commenting on underwriting, Mr. Bennett said it is discouraging for an agent to reject a risk for his company only to find that it is accepted by another agent in the same city writing for a member of the group for which the risk was originally turned down. This practice makes it difficult and discouraging, he said, for the agent to stick to sound underwriting procedure.

WHITE'S REPORT

President A. B. White in his annual report reviewed the association's activities of the year and made these recommendations for consideration of the new executive committee of which he is chairman:

"1. That a special committee be appointed to study for a year the possibility of having, if not alone, in cooperation with some neighboring state a paid executive secretary. 2. That the annual meeting be held in different cities in the state. 3. That an advisory service be available for member agencies in committee. 4. That more local or county boards be formed. 5. That a budget plan of financing be followed. 6. That a highway safety speaking service be made available to agents in any community. 7. That if possible executive committee meetings be held at stated times, known to the general membership."

President White praised A. R. Kendall, Portsmouth, R. N. Davis, North Conway, and J. Frank DeMeritt, Exeter, as responsible for Granite Chips, the New Hampshire Association publication. He reported correction of some overhead writing practices. He urged that coverages be broadened rather than that rates be decreased, should either become necessary. Arthur J. Rouillard, Claremont, later, also emphasized this point.

In his evening address Governor H. Styles Bridges of New Hampshire an-

nounced that he is about ready to appoint a committee to investigate automobile liability insurance following the suggestion of New Hampshire agents that this be done. Mr. White in his address outlined the steps taken by the association to bring about this result.

C. W. Varney, Rochester, retiring national councillor, commented briefly on the National association resolutions. The most vexing problem for New England agents is overhead writing from the excepted city of Boston. He cautioned agents to have a substitute for compulsory automobile insurance if they hoped to defeat its adoption.

VIEW PROPERTY FORM

As 25 states are now writing household contents on the personal property inland marine form, President White advised New Hampshire agents to study it although it is not now written in the state. Vaughn McPherson, Claremont, and George Trask, Keene, brought out favorable and unfavorable arguments for its use in New Hampshire. Mr. McPherson quoted from the Fire, Casualty & Surety Bulletins published by THE NATIONAL UNDERWRITER when explaining the form and its uses. He predicted its use in New Hampshire, although prospects may be limited in the state, some business can be written on the form and some business saved for local agents. Mr. Trask said the form is still an experiment, the rates difficult to establish with any assurance of stability, selection hard to carry out, commissions reduced under the inland marine form and that the fire companies are trespassing on the casualty field.

J. Frank DeMeritt criticized inspection reports as reflecting too often only corner store, cracker box gossip. Other agents recited that their own offices were often the source of the inspection company information. Archie Kendall, Portsmouth, said that agents sometimes did not learn all the facts and the reports were valuable as a checkup on their own work.

At the banquet Commissioner John E. Sullivan declared that financial responsibility laws have not achieved satisfactory results or met the public desires. He urged careful consideration of the plan declared unconstitutional by the New Hampshire supreme court, stating that the law probably can be made to meet the constitutional issue. This New Hampshire bill is known as the Sullivan plan, after the commissioner.

About 90 were present at the business sessions and 280 at the evening banquet. The association has 158 members. The treasury has an operating balance of \$281 and a special reserve of \$769 as disclosed in the report of Everett W. Webster, Peterboro, retiring secretary-treasurer.

U. & O. Rate Problem

Some of the company executives who are interested in the plan to revise the use and occupancy form favor the so-called specified time form but they say that the problem is arriving at a rate for such forms. The specified time form has been in use on the Pacific Coast for several years and the Texas authorities have authorized issuance of such forms. Accordingly, if the rates can be made on the Pacific Coast and in Texas, those in favor of the specified time form say that rates can be made for the form elsewhere.

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Cooperative Spirit Seen at California Agents Meeting

(CONTINUED FROM PAGE 3)

provement in methods. Constantly growing and expanding, with frequent changes in business conditions, with laws creating and extending new fields and others setting up obstacles and resistances, all add to the problem of the business," said Mr. Porter.

In a talk marked by its firmness and sincerity, Commissioner S. L. Carpenter, Jr., made a decided impression with his determination to "clean up" the insurance business in California so that legitimate institutions will not be besmirched by the actions and machinations of dishonest operators. There are now 35,000 agents licensed; 5,000 solicitors and 4,000 brokers.

Says Insurance on Trial

Mr. Carpenter explained his plans to keep the business clean. The operations of the insurance division are financed through license fees, etc., which is not right as it forces neglect of duty to a certain extent because strict enforcement may mean a heavy loss of needed revenue. He is cultivating district attorneys in California to obtain cooperation in prosecuting unlicensed agents and brokers and unauthorized companies.

"Whether you realize it or not," said Mr. Carpenter, "insurance as an institution is on trial before the bar of public opinion. There are many self-seeking and corrupt persons who have profited by fraudulent and vicious insurance schemes and by special privilege, at the expense of those honestly serving the public and of the reputation of insurance as a sound institution."

Pickett Gives Review

President Pickett gave the report of the administration. On Aug. 31 the membership of the California association was 1,146, making it the largest in the United States. He reviewed the legislation sponsored by the association, particularly the rate regulation bill which was defeated. In this connection the administration sounded a warning to the companies to the effect that if they cannot eliminate rate-cutting and rate discriminations, a rate-filing bill, probably not to the liking of companies or agents, may be imposed. The new farm tariff is successful, saving many risks to the agents.

Commenting favorably on the appointment of Commissioner Carpenter, President Pickett said the insurance department is now headed by "one who is ably qualified to administer the affairs of that important office." The association anticipates that much of the problem of "too many agents" will be handled by the insurance commissioner's office. While blaming the companies for the situation the report said: "Complete relief is in the hands of the agents themselves. The entire membership of this association must stand united to require the companies to purge their agency plants of the unqualified, unfit, irresponsible and non-service giving agent."

The convention was called to order by President Pickett, Mayor Percy Benbough extended greetings to the several hundred visitors and Ed Hall, president of the San Diego Insurance Exchange, welcomed the visitors in behalf of the insurance fraternity of the city.

Eblen on Western Trip

Roy E. Eblen of Hartford, president of the Central States Fire of Wichita and secretary of the Phoenix of Hartford, spent several days at the home office of the Central States in Wichita last week in connection with a trip through the western and mountain territory.

J. Scott King, secretary of the Maryland and other fire companies embraced in the America Fore group, has been elected a director of the first named company.

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October 31, 1935

CASUALTY AND SURETY SECTION

Page Thirty-three

De Celles' Policy Creates Interest

Some Recent Statements Are Challenged by Insurance People

COMPULSORY LAW IS UP

Massachusetts Commissioner Threatens to Bear Down on the Companies and Producers

NEW YORK, Oct. 30.—Casualty company officials as well as Massachusetts agents are decidedly interested in the statements made by Commissioner DeCelles at the recent annual meeting of the Massachusetts Association of Insurance Agents and feel that, doubtless unintentionally, he has been unfair both to carriers and local representatives. The high point of the commissioner's address was the statement that companies, or some of them at least, are writing automobile liability business only where given collateral lines. He threatened if a more liberal policy were not adopted to cancel the licenses of the offending institutions and agents.

Scope of Compulsory Law

Under the compulsory law of Massachusetts every motorist is required to carry liability indemnity as a condition precedent to receiving a car license. By the same token the commissioner holds casualty companies are bound to grant such insurance when applied for. Failing to get the protection, the applicant has the right to appeal to the governing board, which investigates the case and if justified compels granting the indemnity. That the commissioner has authority to revoke the license of an agent for other than statutory cause is seriously questioned, and doubtless would be challenged in court were such attempt made.

Business Has Been Unprofitable

Ever since the compulsory law was enacted in Massachusetts it has been a thorn in the flesh of casualty companies, for the business has been continuously unprofitable, and to such degree that a number of offices have ceased writing it altogether. The difficulties complained of could be readily overcome were the state willing to grant rates held by carriers to be essential. In the rates announced for 1936 last Sept. 1, the overall state increase probably ranges between 3 and 4 percent, the refusal of the commission to grant the full advance asked being based on the assumption that elimination of the guest rider feature would substantially reduce the loss cost. The extent to which this will prove true remains to be seen. Company men are skeptical in the matter. The nine schedules to be applied in the new year cover 28 territories. Here again the question of their relative adequacy is to be determined.

(CONTINUED ON NEXT PAGE)

Missouri Lawyers, Insurers Agree on Loss Practices

WORK IS TO BE REGULATED

Line Drawn as to What Lay Adjuster May Not Do—Legislation to Be Introduced

ST. LOUIS, Oct. 30.—The report is given credence among insurance people here that the Missouri Bar Association and the insurance companies have arrived at an understanding as to how the adjusting business is to be conducted. According to this report, the companies and the lawyers have agreed upon a bill to be introduced in the Missouri legislature when it convenes a year from now governing loss adjustment practices. In the meantime the companies have agreed to abide by the agreement.

The Missouri lawyers are engaged in a broad program seeking to capture for attorneys the business of a legal or quasi-legal nature conducted by trust companies, real estate people, insurance companies, credit men, building and loan associations, etc.

Prohibitions Are Given

The proposed legislation, it is said, would affect casualty adjustments more than fire. Among its provisions is one prohibiting adjusters from passing on questions of liability. Then there is the provision that an adjuster may not make a sworn examination under oath. Such procedures must be handled by lawyers.

The casualty companies have not been as much concerned about the program of the Missouri lawyers as have the fire companies. Casualty adjustment work is carried on to a greater extent by lawyers either on a salary with the companies or otherwise than fire insurance adjustments.

If it should come about that the adjusting business is regulated in this way in Missouri, insurance observers believe that such legislation would be likely to spread to other states. There is considerable agitation heard from various places on the part of attorneys who are seeking in one way or another to get a share of the insurance legal business.

Situation in Ohio

For instance, in Ohio, a suit was started against the Ohio Casualty, as a test case, in an attempt to get a decision that an insurance company, in employing counsel to defend an assured under a liability policy, is engaging in the corporate practice of law. The idea was to create a situation under which the defendant assured would have freedom of choice in the selection of counsel. Some attorneys who would like to have some insurance practice, resent the fact that the business is controlled by a comparatively few legal firms in the various cities. If the defendant could choose his own attorney, then there would be more chance for the outsider.

In Atlanta, the Fulton County Bar Association brought an action against the Hartford Accident charging that the insurer entered into a contract with a commercial association to furnish legal services to members, thus engaging in the corporate practice of law.

Field for Increased Lines on Hotel Liability Seen

LANSING HOTEL CASES ARISE

Disaster Shows Need for Adequate Coverage to Protect Hostellers in Case of Catastrophe

LANSING, MICH., Oct. 30.—Recent return of a \$10,000 judgment against the Hotel Kerns, operating company of the ill-fated hostelry which burned here last Dec. 11, costing the lives of 31 persons, points attention to the probable field for sale of an increased volume of liability coverage to hotels and innkeepers generally. Representative agents say that relatively few hotel corporations, either owning or operating, carry sufficient insurance of this nature in view of the huge risks involved.

Peculiar Situation Shown

In the case of the local suit, a peculiar situation may prevent collection of even the moderate judgment returned. There seems to be no insurance liability involved whatever as the only public liability policy carried, providing coverage with only \$5,000 and \$10,000 limits, was issued by the Aetna Casualty & Surety to the Kerns Building Corporation, owners of the fire-razed structure. The owner corporation was early discharged as a co-defendant in the \$75,000 action brought by Mrs. Dena Shepherd of Grand Rapids, widow of one of the fire victims, in view of the extreme unlikelihood that blame for the fire could be legally attached to a corporation which merely leased the property to the operating company. The latter corporation, according to the report filed for 1934, had assets amounting to something over \$70,000 but they consisted largely of machinery, furniture, and other equipment items which were destroyed in the fire. Whether there are any assets upon which the judgment-holder can levy cannot be learned here. It is presumed there will be no effort made to enforce judgment until after time for a possible appeal to the supreme court has expired.

There are three other suits pending against the Kerns interests, the amount of damages asked totaling \$125,569. No new suits have been filed since Mrs. Shepherd was given judgment by an Ingham county circuit court jury. The largest of the pending actions, for \$100,000, was filed by Meta S. Wooden, administratrix of the estate of J. S. Gratrix, Chicago salesman who was fatally injured in a fall as he tried to escape from the burning hotel via an improvised rope of bed sheets. H. A. Silverberg, Detroit, who suffered injuries, is suing for \$25,000 damages, naming both owning and operating corporations, and W. H. Glover seeks \$569.25 for property destroyed in the fire.

Failure of claimants to realize on judgments against the operating company after establishment of a valid claim, as in the Shepherd case, is likely to furnish a problem for legislative consideration in the future. Insurance men see a possibility that statutory provision may be made for compulsory liability coverage where tangible assets are small.

Pertinent Topics at Agents' Rally

Annual Meeting of the Massachusetts Association of Insurance Agents

COMMISSION SUBJECTS UP

Address of Commissioner DeCelles on Proposed Graded Scale Caused Much Discussion

OFFICERS ELECTED

President—Carroll K. Steele, Gloucester.

Vice-president—C. Conrad Parker, Worcester.

Secretary-treasurer—Fred A. Norton, Salem.

Regional Vice-presidents—George L. Briggs, Amesbury; H. F. Fessenden, Lowell; Lawrence U. Fuller, Lynn; H. A. Gallup, North Adams; R. B. Greenwood, Winchendon; C. C. Hewitt, Boston; Frank R. Knox, Holyoke; R. K. Noble, Northampton; H. R. Preston, Springfield; John D. Lynch, Pittsfield; Warren S. Shaw, Brockton; Fred R. Smith, Haverhill; G. C. H. Smith, Fall River; P. J. Woodcome, F. G. Thatcher, Hyannis.

National Councillor—Fred R. Smith, Haverhill.

By RALPH E. RICHMAN

Workmen's compensation, automobile insurance and overhead writing got nearly all the attention of Massachusetts agents at their annual convention in Worcester. Commissioner F. J. DeCelles' address and efforts to bring about better relations with Boston agencies on overhead writing gave direction to the discussions.

Compensation Commissions

Graded commissions on workmen's compensation are to be put into effect within two months, announced Commissioner DeCelles. The Massachusetts association will appoint a special committee through its executive board to investigate and report back to the board within three weeks on this DeCelles project. Mr. DeCelles said there was relatively little competition for the workmen's compensation risks with premiums of \$5,000 or more. He thought the agents on first consideration might oppose graded commissions but that if they considered final results, they would probably find themselves in a better position after the change than at present. Just what he meant by that he did not make clear.

During the discussion Charles Hewitt of Boit, Dalton, Church & Hamilton, Boston, suggested that most of the \$5,000 or more premium risks were in the hands of mutuals removing them from competition among the stock carriers and that graded commissions might re-

sult in returning some of this business to the stock companies. There was little discussion of this in the convention as agents believed they should get a clearer understanding of just what is proposed and the probable consequences before expressing opinions.

Lobby comment indicated that it is difficult for individual agents to consider the problem except in relation to the risks now on their books and here they see only a disappearing compensation. It was significant that Secretary W. H. Bennett of the National Association of Insurance Agents in his address told Commissioner DeCelles that it was by no means certain that agents would oppose his plan of graded commissions. In the end the problem will be not so much the effect on present business as the effect on recapturing business which has been lost.

Mr. Bennett emphasized that workmen's compensation rates for stock carriers were made too slowly and were always years behind events, enabling mutuals with their quicker recognition of changes and individual risk characteristics to win the competitive battle.

Compulsory Automobile Risks

If the casualty companies in Massachusetts desire to continue writing in the state they will be called upon to take their share of the statutory automobile insurance business. This was stated in the form of an ultimatum by Commissioner DeCelles in his address. He acted, he said, on three grounds: That the law was compulsory for carriers as well as citizens, that an agent with fair credit should not have his business of many years' construction destroyed overnight by failure of his carrier to take his risks and finally that he was opposed to a state fund either for automobile or industrial accident loss indemnity and believed company refusal to participate in automobile writing would promote state insurance agitation.

Problem Before Commissioner

Commissioner DeCelles made it very plain that he was confronted now with cancelled agency contracts and with difficulty in placing about \$2,000,000 of automobile premium business. The commissioner's words and his department practices indicate that some leeway is permitted on picking and choosing individual risks but that he will exercise every effort to prevent company picking and choosing of lines when companies seek to eliminate automobile writings entirely or to restrict these writings to a very limited volume not in proportion to their acceptance of other business in Massachusetts or under their general practices.

Commissioner DeCelles is recommending to Governor Curley that he seek from the legislature an appropriation for recodifying the insurance laws of Massachusetts. Mr. DeCelles asked agency support for this appropriation.

Except for his comment on workmen's compensation, Mr. Bennett of the National association emphasized the issues and points he made at the Connecticut meeting.

Predicts Active Legislature

John W. Downs, counsel for the Massachusetts Insurance Federation, predicted an extremely active legislative year in 1936. He paid tribute to Commissioner DeCelles' mastery of the automobile insurance law administration details. He especially urged agents to keep their internal insurance affairs outside the legislature and settle their differences among themselves and with their companies.

Where the agents are to go to talk over casualty difficulties was the question raised by R. T. Sisson, Lynn, who offered and had adopted a resolution directing negotiations with any casualty association controlling the casualty business in Massachusetts if one could be found. Mr. Sisson indicated that if none could be found, possibly the only redress left the agent was to go to the legislature. Another resolution requesting a separate casualty manual for Massa-

Plaintiff and Defendant Jailed in Fake Accident

GIVEN CONTEMPT SENTENCE

Court Convinced of Collusion by Evidence in Chicago Automobile Damage Case

Evidence introduced by counsel for the Home Indemnity in the suit of Leo Amideo vs. John Feldman, tried before Superior Judge Lindsay in Chicago, convinced the court of perjury committed by both plaintiff and defendant and possible collusion in presentation of the claim. The trial was terminated and Amideo and Feldman were sent to jail for nine months and six months respectively. Lawrence Solomon, witness who failed to appear was put in jail for ten days, and license of L. T. Bailey, attorney for plaintiff, to practice in the court, was suspended for a year.

The plaintiff Amideo claimed he sustained a back injury by being run down by Feldman's car Nov. 22, 1934, remaining in hospital 10 days and at home several weeks. He claimed he couldn't straighten up, being stooped at a 45 degree angle. This aroused suspicion of Leo Mahoney, claim manager Home Indemnity, which had insured the automobile.

The company's attorneys, O'Brien & Hanrahan, checked up addresses given as former residences of the plaintiff and in St. Louis and Little Rock it was claimed a criminal record of Amideo was discovered, including forgery and passing worthless checks on eight separate charges, robbing poor boxes in New Orleans churches, bigamy, auto theft and stealing at Houston and St. Louis. The Chicago Surface Lines reported two cases where Feldman and Solomon were both involved, but Feldman denied knowing Solomon. Amideo claimed he lived in Chicago continuously during the period he had been serving a sentence in Huntsville, Texas, and New Orleans, but finally admitted the Texas jail sentence. Physicians' testimony was contradictory, some showing fractures in the lumbar vertebrae as indicated in x-ray pictures and others finding no evidence of fracture.

De Celles' Policy Creates Interest

(CONT'D FROM PRECEDING PAGE)

The further statement of Commissioner DeCelles that he intends "within two months to establish the principle of graded commissions in this state on compensation business," promises an interesting experiment. The National Bureau of Casualty & Surety Underwriters had a carefully worked out plan for graded commissions on compensation insurance only to have it knocked into the proverbial "cocked hat" by the New York department, on the score that it would be discrimination as between wholesale and retail buyers of indemnity.

American Surety's Figures

The American Surety as of Oct. 1, shows capital \$7,500,000, surplus and undivided profits \$3,757,302, contingent reserve \$169,705, premium reserve \$5,474,660, assets \$23,357,689.

chusetts was adopted after it had been proposed by Mr. Sisson.

Political placing of insurance in control of the state banking department in handling of banks being liquidated was discussed by James J. Madden and Warren Shaw, Brockton. The meeting was attended by 260.

Pays Full Amount After Compromising the Loss

The story of how the Commercial Travelers Mutual Accident of Utica, N. Y., decided voluntarily to pay a claim in full when additional evidence was turned up after originally having arranged for a debased settlement has been made public by Insurance Superintendent Pink of New York. E. C. Fisher, attorney for C. E. Weed, the claimant, related the story in a letter to Insurance Commissioner Blackall of Connecticut. Mr. Fisher said he discussed the matter with the Utica concern and Claim Superintendent E. C. Evans said the company felt justified in attempting to settle for less than the face amount because of a hint that the accident might have been caused by a sudden illness of the deceased. In order to avoid litigation, Fisher agreed to a compromise. Later the company remitted the full \$10,000 stating that the statements of two eye witnesses had subsequently been obtained which sustained the position of the claimant.

Salt Lake Wildcat Operator Is Indicted for Mail Fraud

SALT LAKE CITY, Oct. 30.—H. D. Gannett, 34, has been indicted by the grand jury on the charge of using the mails to defraud in connection with the operation of three non-profit cooperative associations: the Fraternal Mutual Benefit, organized in Nevada in 1932; the Western Life Association, organized in Delaware in 1934, and the Western Mutual Benefit, organized in Delaware last January. Operations of these organizations were conducted from Salt Lake City by mail, the indictment charges. The indictment has seven counts, and includes letters allegedly sent by the defendant to persons in Idaho, Michigan, Wyoming, Georgia, Virginia and Missouri.

The Utah state insurance department is cooperating with the federal authorities in the case. "We were getting ready to take action against the man when the federal officials stepped in," said C. N. Ottosen, assistant commissioner. He said that the defendant did no business in Utah, but worked through agents and the mail in other states, thus making it difficult for the state insurance officials to act.

N. Y. Auto Hearings Scheduled

NEW YORK, Oct. 30.—Following hearings in Rochester and other centers, the committee named at the latest session of the New York legislature to investigate the general subject of automobile public liability insurance will hold sessions in this city, Dec. 5-11. The committee visited Boston a short time ago and discussed with Massachusetts officials phases of the compulsory automobile liability law there.

Ohio Law Not Retroactive

Attorney General Bricker of Ohio holds that a motorist's driving rights cannot be revoked under the new drivers' responsibility act for an offense committed before the law went into effect. This ruling applies likewise to revocation as a result of failure to satisfy civil judgments resulting from accidents that occurred before Aug. 18, when the law became effective.

To Circulate Anderson's Talk

So informative was the address "Public Official Problem," delivered by Hale Anderson, vice-president of the Fidelity & Casualty, at the casualty convention at White Sulphur Springs, W. Va., recently that the International Association of Casualty & Surety Underwriters is having it reprinted in pamphlet form and will send a copy to each public financial officer in the country.

Detroit Plate Glass Loss Experience to Be Studied

SPECIAL COMMITTEE NAMED

Action Taken by National Bureau of Casualty & Surety Underwriters at Agents' Request

DETROIT, Oct. 30.—Steps have been taken to improve the plate glass underwriting situation in Wayne county, which includes Detroit. The National Bureau of Casualty & Surety Underwriters plate glass governing committee has appointed a committee composed of the Detroit representatives of the Massachusetts Bonding, United States Fidelity & Guaranty, Travelers Indemnity, National Surety and Glens Falls Indemnity.

W. B. Schmidt, general agent Massachusetts Bonding, urged the bureau to take the action in light of the increasingly unfavorable loss experience. Losses will be studied by zones and it is possible that the old zone rating system will be reestablished. The present procedure in Wayne county is to apply manual rates less 60 percent. The city of Hamtramck is showing a particularly bad experience as well as a section of Woodward avenue. Localities where there are large number of beer gardens are also developing a bad loss ratio.

Checks Unlicensed Operations

Superintendent R. L. Bowen of Ohio has addressed letters to the insurance departments in other states, asking them to notify him if any Ohio insurance company is detected soliciting business in any state in which it is not licensed. He gives assurance that he will endeavor to prevent any Ohio company from engaging in this practice.

Extend Virginia Deviations

The Farm Bureau Mutual Automobile has been authorized by the Virginia corporation commission to extend deviations to territories 2, 3 and 4. Deviations were already in effect in territories 1, 5 and 6 in Virginia. In its order authorizing the extension, the commission stated that no opposition to further extension of the deviations was offered by either the National Bureau of Casualty & Surety Underwriters or the Mutual Casualty Insurance Bureau.

Aetna Graduates 21st Class

Vice-presidents S. F. Westbrook, S. T. Whately and W. L. Mooney addressed the "commencement" of the 21st class graduated from the Aetna Casualty's sales course. Forty-one men from 19 states were awarded certificates.

Wants U. S. Law on Wildcats

BOSTON, Oct. 30.—Alleging there are 160 out-of-state unlicensed companies which sell approximately \$2,500,000 of "bootleg insurance" through the mail in Massachusetts and that the practice results in the loss of nearly \$75,000 in taxes and hundreds of thousands of dollars to policyholders, Commissioner DeCelles has announced that he will appeal to the federal government to stop such companies from using the mails. Legislation to that end will be presented at the next congress by Congressman John P. Higgins.

Cullen Named Chairman

Vincent A. Cullen, president National Surety, is chairman of the casualty and surety division of the United Hospital Campaign Committee, which is endeavoring to raise at least \$2,000,000 for support of non-profit hospitals of New York City.

Explains New York Unemployment Law

Industrial Commissioner Andrews in Address at Brokers Association Gathering

FAR-REACHING STATUTE

Estimate Employers Will Contribute \$30,000,000 in 1936 and \$60,000,000 in 1937

NEW YORK, Oct. 30.—At the dinner of the General Brokers Association, Industrial Commissioner E. F. Andrews of New York state discussed the new New York unemployment insurance law, terming it "the most important and far-reaching single piece of labor and social legislation enacted in more than 20 years, that is, since passage of the workmen's compensation law."

A vital principle of unemployment insurance is that all employer contributions should be paid into an exclusive state pool fund from which all benefits are to be paid, said Mr. Andrews. The New York law requires this procedure.

Segregation Not Wise

To segregate employer contributions in company or industry reserves is simply to provide the strongest protection where it is least needed and the weakest protection to those industries and plans which, from the employment point of view, are the most hazardous, he contended.

Mr. Andrews made it clear that the unemployment insurance plan is not designed to take care of existing unemployment, nor even to act as a complete guarantee against unemployment in future. Conceding that the present social order is not ideal and cannot be made so overnight, he pointed out nevertheless if improvement is to be effected, a beginning must be made somewhere, and in the light of all the complexities involved, "we may believe that for a beginning we have bitten off a generous mouthful."

Estimates based on the present rate of industrial activity indicate that New York state employers will contribute \$30,000,000 to the unemployment insurance fund in 1936 and \$60,000,000 in 1937, Mr. Andrews said, so that a fund of \$90,000,000 will be on hand when the payment of unemployment benefits is to begin Jan. 1, 1938. Thereafter, the act provides for accumulation of about \$90,000,000 annually for payment of unemployment benefits.

The dinner attracted the largest attendance in recent years. Superintendent Pink was a speaker. Paul Simon, president of the association, presented the organization's gold medal to L. A. Wallace, Johnson & Higgins, chairman of the executive committee Insurance Federation of New York, for outstanding insurance service in the last year.

Bokman Asks Some Questions

C. H. Bokman, resident manager in Pittsburgh for the New Amsterdam Casualty, who gets out a weekly bulletin to agents, asks the field three provocative questions.

"Do you believe bureau companies should reduce automobile rates?" he asks. "If so, review the experience and tell us how you would do it."

"Do you represent a non-bureau company? If so, how do you explain selling one policyholder a bureau policy tell us how you would do it."

"How would you suggest that an agent increase his automobile business in bureau companies?"

"Racket" Results in Ban on Bonds in Arkansas County

MAY FORFEIT PWA GRANTS

Casualty Companies' Action Due to Damage Suit Injustices Kicks Back on County

LITTLE ROCK, ARK., Oct. 30.—Unless the ban imposed against Clark county is lifted by casualty companies, that county, of which Arkadelphia is the seat, may be forced to forfeit \$347,000 of loans and grants by the Public Works Administration as a direct penalty for too active participation of its trial juries in the damage suit "racket," one effect of which has been to increase Arkansas liability rates 300 percent in four years.

Contractors scheduled to work on the Clark county projects have been unable to obtain bonds, and a poll here indicates the risks were rejected by the Maryland Casualty, United States Fidelity & Guaranty, Fidelity & Casualty, Aetna Casualty, Central Surety and Standard Accident.

In addition to suits that originated within its borders, Clark county has been the scene in recent months of trial of suits transferred there under the Arkansas law that permits maintenance of a suit against a corporation in any county in which it has property. This law has been made the pretext for an almost wholesale "kiting" of suits from one county to another.

Arkadelphia citizens hope to create a sentiment against the damage suit racket that will assure insurers fair treatment in event risks are again accepted.

The proposed PWA loans and grants include \$263,636 to Henderson State Teachers College, Arkadelphia; \$34,545 to the town of Amity for waterworks and \$50,909 to the city of Arkadelphia for city hall.

In Prairie, Crawford, Lawrence and Calhoun, as well as Clark county, it is virtually impossible to secure employers or public liability coverage by contractors for work under federal loans, because of excessive verdicts in damage actions.

Although officially turning "thumbs down" on writing liability insurance for contractors on Clark county projects until conditions blamed for excessive personal injury verdicts are altered, members of the Arkansas Casualty & Surety Underwriters Association at a meeting in Little Rock privately left the door open for \$347,000 in PWA projects, threatened by inability of contractors to obtain coverage. The meeting was called by A. M. Anderson, president of the association. One of those in attendance said none of the companies would be afraid to underwrite the PWA projects in view of the public attention attracted to them recently.

Two Insurance Leaders Are Heard at Boston Meeting

At the insurance conference at the annual meeting of the Associated Industries of Massachusetts, President S. Bruce Black of the Liberty Mutual, spoke on workmen's compensation, citing the increasing cost of benefits because of increasing accidents, but holding that the cost is lower than it would have been under the old employers liability statutes. He said that the cost of compensation increased as the country went into the period of depression but it will decrease as it emerges.

Vice-president W. J. Graham of the Equitable Life of New York spoke on social legislation, explaining the new social security act and its possible effect on business. He said there is very grave danger if an exceedingly large reserve should be built up and put in control of politicians. He feels that there is also a danger in granting unworkable benefits. The question of constitutionality has also arisen.

Aetna Life Man a Leader in the Safety Movement



STANLEY F. WITHE

Stanley F. Withe, publicity director of the Aetna Life casualty department, addressed the eastern conference of motor vehicle administrators at their meeting in New York on "Developments in Safety Education."

Mr. Withe was recently reappointed chairman of the street and highway safety committee of the Insurance Advertising Conference. He is also a member of the public safety advisory committee of the National Safety Council. While attending the National Safety Congress at Louisville he conducted with Dr. H. A. Heise of Columbia Hospital, Milwaukee, a series of tests to show the effects of alcohol and fatigue on the reactions of automobile drivers. The Aetna Life Reactometer developed under Mr. Withe's direction in connection with the safety educational work of the Aetna Life companies was used in these tests. "The Bad Master," the new fire prevention film produced under Mr. Withe's supervision, was shown at Louisville during the sessions on home safety to an interested group of educators.

Massachusetts Department Issues Warning to Salesmen

Commissioner DeCelles of Massachusetts has issued a statement to the effect that he will revoke the license of any broker and will request companies to revoke the license of any agent that misrepresents to clients the amount of coverage actually required under the Massachusetts compulsory automobile liability law. He said that he has numerous complaints coming to his department to the effect that business getters are conveying the impression to policyholders that they are required to carry guest coverage, extra territorial and other forms of coverage.

While the commissioner states he has no objection to a solicitor endeavoring to sell special coverage he objects to his misrepresenting the amount required under the statutory policy.

Ives Heard in Jamestown

The compulsory automobile liability insurance question was treated by Henry Swift Ives of the Association of Casualty & Surety Executives in an address before a joint luncheon meeting of the Fire & Casualty Underwriters of Jamestown, N. Y., Kiwanis club and Retail Merchants Association of Chamber of Commerce. Some 125 attended including insurance people from Chautauque, Cattaraugus and Erie counties.

Shy from the Long Term Bonds Today

Surety Underwriters Are More Cautious Than Ever These Days

UNCERTAINTY IS FELT

Fear Rising Cost of Materials Will Pinch Contractors—Dislike Making Commitments Far Into Future

NEW YORK, Oct. 30.—In view of the uncertainty that exists as to the practical effect of existing federal legislation, as well as possible future policies of the administration, surety underwriters are exercising the utmost conservatism in the issuance of contract and all other forms of bonds covering long term periods. While freely writing contract obligations for responsible parties for 12 or 18 month periods, instability of the labor market and of the material industry, compels caution in accepting offerings where several years would elapse before a contract's completion.

The great majority of large contracts are those for federal, state or municipal projects, and while the labor element of a contract is measurably safeguarded through a clause allowing for changing wage scales no such concession is made with respect to material requirements, the future cost of which underwriters feel sure will advance, and perhaps to figures that will bear hard upon contractors.

Getting a Spread

Were it not for the assumption of liability for divisions of a general contract by sub-contractors and the issuance of bonds to the latter, thereby securing a spread, general contractors would find it well-nigh impossible to secure the indemnity demanded of them. What is true of contract bonds holds with respect to virtually all other forms of suretyship. The companies decline to assume liability under long term obligations unless applicants furnish gilt-edge collateral. Security of such character is called for even from corporations and individuals of the highest financial rating, and insisted upon despite the irritation shown by many of the latter when terms of the issuance are declared.

Uncertainty as to the operation of many of the new laws, and the feeling that a period of inflation, more or less severe, is inevitable, has made the average surety underwriter cautious to a degree never previously known in the business.

Will Get Out Automobile Book

The Association of Casualty & Surety Executives has in preparation and will shortly issue a new edition of the "Automobile Liability Security Laws of the United States and Canada." The work will contain the text of all automobile liability security laws applying to privately owned cars enacted to date, and much other material of first importance to casualty underwriters.

Plan Denver Safety Drive

DENVER, Oct. 30.—Plans are now under way for a safety campaign soon to be conducted in Denver, according to E. T. O'Brien, manager of Lynton T. Block & Co., and chairman of the committee of the Denver Junior Chamber of Commerce which will handle the campaign. This year's event will be somewhat similar to that of last year.

EDUCATIONAL SECTION

Definite Place for Accident and Health; Sales, Underwriting and Claim Views Given

Much valuable material on accident and health insurance from the sales, underwriting and claim angles was brought out at the three sessions held in the Chicago branch office of the Continental Casualty, in charge of A. D. Anderson, accident and health manager in the branch.

At the second session W. E. White, superintendent of agents commercial accident and health department, talked on "Why Sell Accident and Health Insurance?" He said there is a definite place for accident and health insurance. Everything depends on a man's income. If he suffers an accident his needs will not disappear; in fact, they increase. His normal needs such as food, shelter, etc., carry right along and in addition he will need a doctor, hospital, nurse, x-ray, etc.

"To build a good business you must build a clientele," he said. "Accident insurance will build new customers for you for your other lines of insurance as well. If you do not sell your present customers accident and health, somebody else will sell it to them, and get their other lines as well."

Life Premium Waiver Not Enough

"A life insurance man cannot guarantee a man's future without selling him accident and health insurance. Suppose the man gets sick. Even if he has a disability premium waiver on his life insurance, that is not enough. His needs will continue. How is that man going to meet his current needs when his income has stopped, although his life insurance premiums are being paid by the life insurance company under his premium waiver? The only thing he can do is to draw on the cash value of the life insurance and thus decrease his protection in later years from the life policy."

Armand Sommer, assistant to the vice-president, speaking on "Positive Underwriting," said the agent at some time in every sale is underwriting, especially at the time the application is filled out. He must fill out the application completely or the home office will reject it. He must explain the policy thoroughly so that the man will not change his mind when he goes to make a delivery on the policy or cancel out when the renewal premium notice comes around.

Should Give Full History

Mr. Sommer contended that from an underwriting standpoint it is much better for an agent to fill in all history, instead of trying to cover up some illness that the applicant has suffered. He said that more cases are rejected where no illness is shown in the applications, but the company's files show such illness, than where full history of the illness was given with the application.

"One of our best salesmen," he said, "is using an underwriting approach. He goes out with another agent and tells the prospect that he is merely there to help the agent, that he really is an inside man. Thus he disarms the prospect entirely and although he uses many selling arguments they are construed by the prospect as merely being helpful suggestions coming from an inside man."

A. B. Hvale, assistant secretary, said the occasional writer of accident and health insurance complains about grief in the business. That is because things about which a person knows little always cause the most trouble, he said. There is considerable grief in accident and health insurance unless care is

taken to prevent unjustifiable claims. Many of them that have to be rejected are made because the policy was not sold properly and the policyholder has an erroneous idea of what it covers.

The closing session was devoted entirely to franchise insurance. Mr. Anderson spoke briefly on the especial need for accident and health insurance among the lower paid industrial workers, who will be the main ones affected by the operation of this plan, and the difficulty which they have had securing this protection.

Franchise Plan Explained

J. M. Smith, superintendent of agents disability division, home office, explained the franchise plan, stating that the main feature is to get the permission of the employer to solicit in the plant during working hours and an agreement to deduct premiums from the payroll. He also told how the plan differs from both salary savings life insurance and group insurance.

W. J. Donovan, manager of the franchise department, told of some of the cases sold in the past week and introduced several individual producers who have already taken up the plan, to tell how they have handled such cases their ideas in regard to the coverage. Mr. Anderson outlined some of the advantages of the plan for both employer and employee and E. L. Grant, life manager of the branch, spoke on the ad-

vantage of accident and health as a foundation for life insurance presentation.

Vice-president H. A. Glasgow closed the session with a brief talk expressing his gratification at the attendance at the sessions and inviting suggestions as to the conduct of future courses of the same plan. The attendance was between 100 and 150 at each of the three sessions.

Burglary Pointers Brought Out by Patt at Sales Meet

The old statement "A burglar never robbed anybody and a robber is not a thief" was used by M. J. Patt, Chicago, burglary superintendent of the United States Fidelity & Guaranty, to explain the difference between burglary and robbery insurance in a talk in an educational series in Chicago. Under present conditions \$300 is the largest amount of robbery insurance which can be safely written in Chicago and showed the various plans which can be used for reducing the amount of working cash carried by the assured to this amount. Experience, Mr. Patt stated, is important in judging a risk, because robbers, like insurance brokers, dislike cold canvass and try to build up a steady clientele. Records show that the possibility of further loss is ten times greater after the first loss than before.

Familiarity with protective devices required by insurance companies for both robbery and burglary insurance is important, Mr. Patt said, because there are literally hundreds of prospective assured in the city who would buy insurance, but do not know that they can install the required safeguards and get it. They have been refused once for lack of protective devices and their brokers, not knowing the underwriting requirements, simply told them they could not get insurance.

CASUALTY ASSOCIATION NEWS

Must Enroll in National Body

Kansas City Casualty & Surety Association Makes It Condition for Local Membership

KANSAS CITY, MO., Oct. 30.—A motion to amend its by-laws to make membership in the National Association of Casualty & Surety Agents a prerequisite of membership in the local association was adopted by the Casualty & Surety Underwriters Association here.

Bennett McCluer of McCluer & Wilber, reporting on the White Sulphur Springs meeting, urged the increasing need for greater membership in the national organization. He pointed to several specific instances in which its action had saved casualty and surety agents of the country large amounts.

A special committee was appointed to handle a Kansas situation on bonds. The Kansas attorney general has written to various department heads asking them to secure new bonds each year on minor officials, clerks, etc. This means that a cumulative liability would be built up each year on non-statutory bonds. The association hopes to reach an understanding whereby the state will not require new bonds each year. If it can, it will avoid a possible increase in rates with consequent confusion.

The association is seeking ways and means of aiding the city police and officials in cutting down the number of accidental deaths and injuries in Kansas City.

Casualty Engineers Meeting

The Casualty Engineers Association of Chicago will hold a meeting the evening of Nov. 5 in the Chicago Board auditorium at 6 p. m. After the busi-

ness of the evening a representative of the Roebling Wire Rope Company will present a program consisting of motion pictures showing wire rope manufacture. This picture is of unusual interest because of the discussion among engineers as to the famous Roebling scale. It is thought by many that it is not severe enough. These take the position that the safety factor is sacrificed in favor of extending the life of the rope. Inasmuch as many building engineers are primarily steam and electrical men they have only a limited knowledge of wire rope, a number of these have been invited to attend the meeting. G. H. Cain, New Amsterdam Casualty, chairman of the program committee, has announced subjects for further meetings as follows: Automobile fleet safety, steam boiler, accident prevention in connection with premises liability and public safety.

Toledo Adjusters' Meeting

Leslie O. Lewis, head of the claim department of the Travelers at Toledo, O., has been elected president of the Toledo Adjusters & Claim Men's Association. Attorney W. A. Finn is vice-president; B. S. Romanoff, secretary and treasurer. John Daniells, James Coffman and Walter Wilcox constitute the executive committee.

Omaha Companies' Appointments

F. T. Bockemuehl, who has been in the home office of Mutual Benefit Health & Accident and United Benefit Life of Omaha for a number of years, has transferred to Richmond, Va., as field supervisor.

J. J. Brazzeal, in insurance work in Georgia for 24 years, has been appointed district manager at Macon, Ga., for the two companies.

Winning Exhibits at Ad Conference of Mutuals

The Hardware Mutual Casualty and the Employers Mutuals of Wausau, each won six first places in the exhibits of the Mutual Advertising Sales Conference in Des Moines. The former won recognition for direct mail advertising of automobile insurance and miscellaneous casualty lines; for booklets of annual reports and financial statements; educational material; miscellaneous sales contests and sales contests that were printed. The latter took the lead in the following classes: direct mail advertising of compensation insurance; casualty sales letters series on insurance; producers' publications, direct-writing companies; surveys and sales proposals for casualty insurance; merchandising advertising to salesmen, direct-writing companies, and sales manuals.

The Grain Dealers National Mutual excelled in blotters used in a series; policyholder publications; newspaper advertising of fire insurance and allied lines, and business letterheads. The Federal Hardware & Implement Mutuals led in a sales letters series on fire insurance; fire insurance surveys and sales proposals; novelty and remembrance advertising, and mimeographed sales contests.

The Mill Owners Mutual of Des Moines took first for sales letters for fire insurance; merchandising advertising to salesmen among agency companies, and general exhibits. The Utica Mutual won the awards in newspaper advertising of casualty insurance; printed material on loss prevention, casualty insurance, and outdoor advertising. The American Mutual Liability was first in trade journal advertising; special surveys, and automobile safety promotion.

Lumbermen's Mutual Wins

The Lumbermen's Mutual of Ohio took first in direct mail advertising (in series) of fire insurance and allied lines and miscellaneous institutional printed matter.

The Michigan Mutual Liability earned awards in sales letters on casualty insurance and trophies. Awards went to the Northwestern Mutual Fire of Seattle for sales letterheads and loss prevention educational material (fire).

The house organ of the Lumbermen's Mutual Casualty won for it a first place among agency companies. Other companies taking one first prize were: Michigan Millers Mutual Fire, folders of annual reports and financial statements; Central Manufacturers Mutual, fire insurance magazine advertising; Liberty Mutual of Boston, magazine advertising of casualty insurance; Western Underwriters Mutual of Kansas City, individual blotters, and Indiana Lumbermen's Mutual, individual pieces of direct mail advertising.

"Saving Seconds" Sets Record

The Aetna Casualty estimates that its highway safety film, "Saving Seconds," in its first year, has been seen by 6,483,377 persons in 7,130 showings. The Aetna Casualty claims that this is a new record for a commercial film. One print was used over 700 times. There are some 500 prints in use. The success of this film has prompted other organizations to get out similar films, the Aetna Casualty points out.

The Aetna Casualty is suggesting to its agents that they engage in a general conservation program in their communities, embodying both accident and fire prevention. Such a program, the company suggests, could be built around the film "Saving Seconds" and "The Bad Master" which is a fire prevention film. The Aetna Casualty undertakes to furnish agents with a short talk for use in connection with a joint showing of the films, together with four color posters, booklets, window display material and newspaper releases.

Cash in on the FRONT PAGE NEWS

HEADLINES shrieking of crime! Burglary! Robbery! Hold-up! Theft! That kind of news increases in volume as the bitterness of winter drives more cold, hungry men to desperation. The season for burglary—and for sales of "burglary" coverages—is opening up now.

The U. S. F. & G. believes that burglary lines represent one of today's greatest undeveloped sources of income for agents—a source in which agents can turn sales activity to immediate profit.

For that reason, it has just placed in the hands of its agents a complete new kit of sales tools, equipping them to go after "burglary" business as they have never gone after it before. These same tools are available to any agent who is interested in associating himself with a company which spares no effort in helping agents make the most of their opportunities.

U. S. F. & G.

UNITED STATES FIDELITY & GUARANTY COMPANY

with which is affiliated

F. & G. FIRE

FIDELITY & GUARANTY FIRE CORPORATION

Home Offices: BALTIMORE



Originators of the Slogan:

"Consult Your Agent or Broker as You Would Your Doctor or Lawyer"

WORKMEN'S COMPENSATION

Agree on the Fundamentals

Labor, Insurance, Employers Get Together on Basis for Occupational Disease Law in Illinois

An agreement on fundamentals having been obtained, subcommittees of the Illinois Manufacturers Association, the casualty companies and the Illinois Federation of Labor are busy these days trying to draft an occupational disease bill for Illinois that will be acceptable to all parties and to all interests in time for submission to the special session of the Illinois legislature, which convened this week. The agreement on fundamentals, according to P. J. Angsten, chairman of the Illinois industrial commission, was not obtained until after the call for the special session had gone out. Accordingly there is some question whether the call is broad enough to enable the legislature to consider the subject. Those interested in the passage of an occupational disease bill are depending on a provision in the call pertaining to health and safety legislation to provide a basis for introduction of a disease bill.

At the regular session of the legislature there were two occupational disease bills. One was drafted by the Illinois Manufacturers Association in co-operation with the casualty companies and provided a specific scale of benefits for specific diseases. The other bill was introduced by the labor interests and was of a general nature, merely bringing all occupational diseases within the compensation law.

The casualty people are attempting to have the occupational disease subject presented as something entirely aside from the compensation law so that the

two will not be confused and so that insurance can be issued on the one hand for covering compensation for accidental injuries exclusively and on the other hand for occupational disease.

Slight Rate Reduction Is Made by Minnesota Board

ST. PAUL, Oct. 30.—The Minnesota compensation insurance board has substantially approved the proposals of the Minnesota compensation rating bureau for the coming year. By using a three-year experience basis instead of the two-year basis used by the bureau and by using a 61-39 basis instead of the 60-40 of the bureau for losses and loading, the new rates will show a decrease a little greater than the 1.3 average of the bureau's proposals.

This is the first time in several years that compensation rates in Minnesota have been reduced. The new schedule becomes effective Dec. 1.

Tabulation of N. Y. Disease Results Is Expected Soon

NEW YORK, Oct. 30.—The New York department will, soon after Dec. 1, make public the result of its study of the experience of companies under the occupational disease extension of the compensation law. The amendment became operative Sept. 1 of this year, and in its issuance of rates therefor the department promised to tabulate the trend of liability under its provisions for the succeeding three months. Obviously the result to be disclosed will be of limited value, for several years must elapse before definite results can be

had that will serve as an underwriting guide. Although it is not believed, as has been reported, that a number of foundries where the dust hazard is notably severe, have left the state, it is considered a fact that orders that ordinarily would have been placed with New York concerns have been given to non-state foundries. Such measure of relief as may be obtained through such practices would be but temporary; the conviction being that it will be merely a matter of time before other states follow New York's example and compel the payment of benefits for a long list of occupational diseases.

Commissioners' Committee Busy

NEW YORK, Oct. 30.—The subcommittee of the committee on compensation of the National Convention of Insurance Commissioners is gathering data for its report to be submitted at the commissioners' meeting here early in December. Particular attention, it is reported, is being given the matter of payroll audits, the conviction being that this phase of the business is not as closely controlled as it should be.

May Initiate Arkansas Law

FORT SMITH, ARK., Oct. 30.—The executive board of the Arkansas Federation of Labor and District 21 United Mine Workers of America, meeting here, adopted sections of a "workable workmen's compensation law," to be initiated as a constitutional amendment in the general election next year.

The vital need of a compensation law in this state is pointed out by E. I. McKinley, commissioner of labor, who says there is a distinct desire for such a law on the part of industry, as well as labor, there being the difference of only a few minor provisions. A recent survey by the bureau of labor disclosed that industry favors the enactment of workmen's compensation legislation. Out of a cross section of 125 mercantile

and manufacturing establishments, 92 voted in favor of a compensation law, only 33 registering a negative vote.

The Arkansas legislature rejected such a bill in 1929, but this year the house voted favorably for workmen's compensation, but it failed to reach second reading in the senate.

Oklahoma Hearing Nov. 1

OKLAHOMA CITY, Oct. 30.—The Oklahoma insurance board will resume its hearing on increasing rates on workmen's compensation in Oklahoma Nov. 1. A petition for a 57 percent increase had been filed by the National Council on Compensation Insurance. The hearing was continued to give companies time to compile data on experience of the past five years and projecting to date, which the board required.

Missouri Schedule Filed

The new proposed rate schedule for Missouri filed by the National Council on Compensation Insurance reveals an average discount from existing rates of 1.1 percent. In submitting the schedule the council requests that the figures become effective as of Jan. 1, 1936. The filing was in accord with the country-wide program approved by the National Convention of Insurance Commissioners and endorsed by Missouri last year.

Constable Goes to Philadelphia

W. J. Constable, resident secretary of the Lumbermen's Mutual Casualty affiliated companies in Boston, becomes associated with the Philadelphia office of that organization. He has been in his present position since 1930. For the four years 1926-1930 he was with the Massachusetts Automobile Rating Bureau, which he organized. Before that he served the National Council on Compensation Insurance.

The **Stockmen's Mutual** of Toledo has been chartered to write insurance on stock in Ohio.

Casualty, Fidelity and Surety Reinsurance

GENERAL REINSURANCE CORPORATION

90 JOHN STREET, NEW YORK • 200 BUSH STREET, SAN FRANCISCO

E. H. BOLES, President • W. W. GREENE, Vice-President and Secretary • E. A. EVANS, Vice-President • ROBERT B. CROFTON, Vice-President

Condensed Financial Statement, June 30, 1935

Assets	
Cash in Banks and Offices.....	\$ 667,907.46
Investments:	
Bonds.....	\$4,511,509.58
Preferred Stocks.....	552,081.25
Common Stocks.....	2,483,389.00
North Star Insurance Co. Stock.....	970,131.98
Mortgages.....	250,200.00
Real Estate.....	325,500.00
	9,092,811.81
Premiums in course of collection (not over 90 days due).....	663,527.25
Accrued Interest.....	50,512.12
Other Admitted Assets.....	147,025.43
	\$10,621,784.07
Liabilities	
Reserve for Claims and Claim Expenses.....	\$ 5,324,895.95
Reserve for Unearned Premiums.....	1,867,318.20
Reserve for Commissions, Taxes and Other Liabilities.....	406,629.02
Capital Stock.....	\$1,000,000.00
Surplus.....	2,022,940.90
Surplus to Policyholders.....	3,022,940.90
	\$10,621,784.07

Bonds are valued on amortized basis; stocks at June 30, 1935 market quotations. The value of bonds at June 30, 1935 market quotations exceeds the amortized value by the amount of \$84,321.05. If the bonds owned by North Star Insurance Company were valued at market quotations, the value of the Capital Stock of that Company owned by General Reinsurance Corporation would be \$8,814.80 more than is shown above. • Securities carried at \$779,999.96 in the above statement are deposited for purposes required by law.

CASUALTY PERSONALS

Miss Viola Hamilton, secretary of the Central Catholic Casualty, Columbus, Neb., frustrated a robbery of her office and forced a sneak thief to return the money he had stolen.

While Miss Hamilton was out at lunch, the thief forced the lock of her office and stole a considerable sum in currency and checks. When Miss Hamilton entered the office, accompanied by an out-of-town visiting official, she found the robber and ordered him to sit down while she made a quick check of her desk. "Give me that money," she demanded, and the man sheepishly complied.

Leaders in the Chicago surety business turned out at a celebration of the Surety Underwriters Association honoring **Elmer C. Anderson**, head of the surety department of the Employers Liability and American Employers branch in Chicago, who this week went to Boston to become assistant manager of the home office surety department, succeeding the late Marc Hubbert. W. H. Hansmann, resident vice-president Fidelity & Deposit, was toastmaster, presenting a cellarette, gift of the association. A number of surety men gave talks, including L. C. Knapp, Great American Indemnity; W. O. Schilling, co-manager United States Fidelity & Guaranty; A. S. Keys, immediate past president Illinois Association of Insurance Agents; B. J. Nietschmann, Chicago manager National Surety; J. P. Keevers, resident vice-president Maryland Casualty; Donald Donohue, Col. P. C. Lewis, assistant resident manager Employers, and D. J. Waite, Mr. Anderson's assistant for many years. Mr. Anderson moved his family to Boston this week, his new home address being No. 7 Copeland avenue, Reading, Mass.

J. W. Callahan, casualty manager of the Travelers in Detroit, is receiving congratulations on the birth of a daughter.

Frank Holm, assistant advertising manager Fireman's Fund group, addressed the Oakland district of the California Council of Dad's Clubs, on "Traffic Safety." The Fireman's Fund talking safety picture, "Remember Jimmie," was shown, with Spuddie Millar, who has the leading role in the picture, making a personal appearance. Mr. Holm interviewed the young star regarding his motion picture activities and experience.

W. B. Clarkson, casualty manager in the Newark branch office of the Travelers, has just completed 38 years of service with the company. He started as a bookkeeper in the old Travelers office at 31 Nassau street, New York City. Two years later he was promoted to the accident insurance renewal desk and eventually became affiliated with the liability department. When the company opened its branch office in Newark, he was sent there to serve as general clerk, counterman and office assistant. In 1906 he was promoted to assistant manager and about a year later became manager of casualty lines.

Vice-president **E. A. St. John** of the National Surety was in Chicago this week. He was formerly president of Joyce & Co., managers of the National Surety in that city. There were three famous events that occurred on May 1, 1908. On that day Mr. St. John assumed charge of the Joyce & Co. office in Chicago, he going from New York where he had come in contact with the then president, W. B. Joyce. It seems that the children of the St. John and Joyce families had come together and the St. Johns had met Mrs. Joyce. Mr. St. John did not know anything about the surety business but he soon developed a real liking for it and became one

of the most capable surety men in Chicago. He served as president of the Chicago Surety Underwriters Association.

On May 1, 1908, Conkling, Price & Webb of Chicago took the general agency of the Fidelity & Deposit, having resigned the United States Fidelity & Guaranty. On that same date, the late George E. Brennan and Frank A. Hancock became managers of the United States Fidelity & Guaranty in

Chicago. Mr. Hancock later went with the W. A. Alexander & Co. agency.

Mr. Hancock died about a month ago and was buried at Davenport. He had been in the insurance business for some time. At one time he was manager of the Equitable Surety of Missouri in Chicago. Following his resignation from the U. S. F. & G. he devoted his time to production work for the W. A. Alexander & Co. office. He had been in bad health for a long time.

C. C. Bowen, vice-president and secretary, and **F. S. Brown**, vice-president of the Standard Accident, following a visit to Chicago, are on their way west to

Washington and Oregon. They plan to visit the San Francisco branch and then board a steamer for New York via the Panama Canal, returning to Detroit the third week in November.

J. D. Chittenden, casualty, marine, auto and surety department manager of the Liberty Fire of Louisville, underwent an emergency operation for appendicitis at a hospital there but is reported as getting along well. He is a son of James E. Chittenden, western Kentucky state agent of the North America and a nephew of H. E. Chittenden, Ohio state agent of the Home group.

CASUALTY INSURANCE FIDELITY AND SURETY BONDS



Fundamental to the success of every agency is the background of consistent company performance.

That Central Surety has provided this support is amply proved by its sustained progress in representative agencies.

Centralize
FOR
"FRIENDLY SERVICE"

Capital \$1,000,000.00
Surplus to
Policyholders... 1,802,584.92
Assets 4,639,504.55

As of June 30, 1935

DENNIS HUDSON, President

**CENTRAL SURETY
AND INSURANCE
CORPORATION**

KANSAS CITY, MO.

NEWS OF THE COMPANIES

Report on American Benefit

Illinois Department Gives Its Findings
After an Examination of the
Springfield, Ill., Company

The Illinois department has announced the report of its examination of the American Benefit Casualty of Springfield, Ill. Insurance Director Palmer in commenting on the report states that settlements should be made more promptly in the future and should be as liberal as possible, as provided in the contract. The management has indicated that this procedure will be followed. The report states that the salary of the president and secretary-treasurer for the last six months of this year will be waived and these authorized salaries should be reduced at the next meeting of the board to an amount commensurate with the duties of the office. The director states that in view of the fact that the admitted assets of \$8,700 are not liquid, the company should not retain full liability under its contract. The

management has indicated that the excess of \$2,000 will be reinsured. The report is made as of July 1, this year. The assets are \$8,734, liabilities \$2,025, net surplus \$1,709. The number of policyholders has been steadily decreasing for the last five years.

Lineup of Republic Mutual

F. D. Connolly has been named chairman of the board and C. E. Nixon president of the Republic Mutual, recently incorporated at Columbus, O. James E. Johnston is vice-president; L. E. Anderson, secretary, and Clare Cook, treasurer. Most of those connected with the company are associated with the Columbus chamber of commerce. It will write group hospitalization and automobile insurance.

Conservator for Coast Surety

The Coast Surety of Los Angeles was placed in charge of the California department, with Insurance Commissioner Carpenter named as conservator, at a hearing in superior court, Los Angeles.

It is understood that the action was taken with the consent of the company. Liquidation proceedings had been filed by the commissioner, alleging insolvency, but when the conservator petition was granted, the application for liquidation was removed from the calendar.

No Oklahoma Law for Lloyds

OKLAHOMA CITY, Oct. 30.—Lloyds America of San Antonio, Tex., has applied for entrance into Oklahoma. The Oklahoma department declined to issue a license, based on the fact that there is no law in Oklahoma providing for a carrier operating on the Lloyds plan.

Fidelity-Surety Activities

Liquor Bond Experience Good

National Surety's Detroit Manager Reports Change in Underwriting Attitude—Blanket Fidelity Popular

DETROIT, Oct. 30.—Favorable experience in Michigan on liquor bonds was reported by T. E. Griffin, Detroit manager of the National Surety, at the Detroit Association of Insurance Agents meeting. Up to April of last year the companies were fearful of the possible losses under these policies but several companies, one in particular, wrote a large volume of the liquor bonds and enjoyed a favorable experience on them, hence the general change in outlook by the other companies, said Mr. Griffin. When a Detroit agency proposed that all liquor dispensaries be covered under a blanket bond—a procedure that would have cut out all other agents and companies from the business—the Surety Association of Michigan and the Michigan Association of Insurance Agents cooperated to convince the state liquor control commission that the plan should not be adopted and were successful in the undertaking, he said.

Blanket Bonds More Popular

Where the premiums of the two types of fidelity bonds are about equal, blanket bonds are in many instances replacing individual bonds, he declared. Most of the companies, however, favor the writing of individual fidelity coverage but are forced to accept the blanket bonds by competition, he asserted. Effective Jan. 1 there will be a new form of surety coverage written in Michigan to guarantee that gasoline wholesalers will pay sales taxes. In some cases collateral security will be required with the bonds. In the past the wholesale gasoline coverage has been discretionary but the first of the year it becomes mandatory. Under present conditions the companies have not written these bonds very freely.

To Discuss Contract Bonds

NEW YORK, Oct. 30.—The purpose of the conference of contract bond underwriters to be held with the management of the Towner Rating Bureau here tomorrow is to review conditions in the contract field generally rather than to deal with any special phase of the line.

Assistant Secretary W. E. Krafft, of the Continental Casualty and Vice-president H. P. Linn of the Central Surety of Kansas City journeyed to New York together to attend a meeting of contract bond underwriters with the Towner Rating Bureau Thursday of this week.

The executives of the Royal entertained the officers of Nelson & Ward Company, at a luncheon Oct. 25 in celebration of the completion of 65 years' representation of the company at Jersey City, N. J.

Selling assistance that builds business

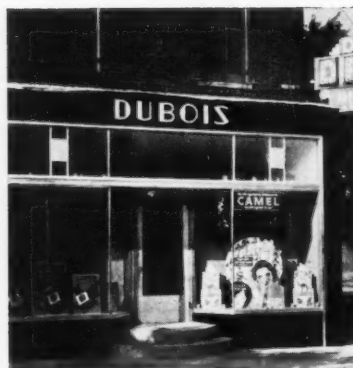
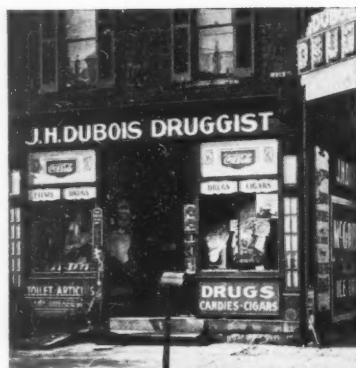
The Buckeye Union organization is a valuable aid to every agent. Its selling assistance actually builds business for its representatives.

Would you like to know how The Buckeye Union can help you build a larger, more substantial volume? Write to the home office today. There is no obligation.

Territory in Ohio

THE Buckeye Union Casualty Company

515 E. Broad St.
Columbus, Ohio



The Woods are Full of 'Em!

Yes, there is practically no end to the list of retailers who, gone streamline, are now face-lifting store fronts, thoroughly convinced that modern wares need modern settings to stimulate sales.

New exteriors offer a fine opportunity to boost plate glass business and when you have Ohio Casualty's 50-50 policy to sell—the selling job is half done. Profitable for the agent, a good investment for the assured. More details? A 3-cent stamp will bring them; write today.

THE OHIO CASUALTY INSURANCE CO.

Home Office

Hamilton, Ohio

Automobile Accident
Burglary

Full Coverage Automobile

Liability

Fidelity and Surety Bonds

Plate Glass

Experienced Counsel,
Co-Operation, Service
in handling

GROUP DISABILITY LINES

For information address

Group Department



NATIONAL
CASUALTY
COMPANY

W. G. Curtis, President

Home Office

Majestic Building, Detroit, Michigan

Loss Record Gives Breathing Spell

(CONTINUED FROM PAGE 1)

tract where the overcharge is comparatively small. That matter, he said, should be considered at the meeting.

He brought up the rule of the bureau: "No allowance to agents, relatives or employees shall be made for advertising blotters, calendars, signs or office equipment, or for any other purpose whatsoever except as herein permitted." Mr. Clark recommended that the subject be referred to a committee to have the rule clarified.

Mr. Clark referred to the plight of the Cook County Loss Adjustment Bureau which is having financial difficulty because of the sharp drop in the number of losses being reported in Cook county. At a recent meeting, Mr. Clark reported there was discussion of the possibility of the Cook County bureau borrowing money from the Western Insurance Bureau and the Western Underwriters Association. The directors of the Western Insurance Bureau authorized the W. I. B. to loan to the Cook County bureau up to \$1,000 if and when such loan might be requested with the instruction that the Cook County bureau be urged to borrow the necessary funds from a bank instead of from company organizations.

Loss of Two Companies

Mr. Clark recalled the expelling from membership in the Western Insurance Bureau of the Monarch Fire and the Eureka-Security F. & M. The dropping of these two companies caused two vacancies on the board, those of Ralph Rawlings of the Monarch and B. Gates Dawes of the Eureka Security. Those vacancies are not being filled for the present.

Mr. Clark reported that the Western Underwriters Association had formally disapproved the use of a special notice of loss and proof of loss that had been used on policies covering Purdue University at Lafayette, Ind. Mr. Clark submitted the issue to the membership of the Western Insurance Bureau.

This clause provided that notice of loss to the Western Adjustment and/or the Underwriters Adjusting shall be accepted by the insurance companies as due notice of loss and the Western Adjustment and/or the Underwriters Adjusting are authorized to accept one blanket proof of loss making claim against all insurance companies.

Mr. Clark submitted to the membership the question of naming a successor to the late Fred D. Silber of Chicago, who was general counsel of the bureau. Mr. Clark said the directors were uncertain as to whether it was necessary to have a general counsel at the present time.

Mr. Clark submitted a memorial in honor of Mr. Silber and also one in honor of the late Charles H. Yunker, who was former president of the bureau and at the time of his retirement from active business was president of the Milwaukee Mechanics.

Pickups at the Agency Convention in Peoria

(CONTINUED FROM PAGE 16)

W. A. Alexander & Co., of Chicago, who 25 years ago was appointed Minnesota insurance commissioner. He also presented Insurance Director Ernest Palmer who gave a talk on the new code.

* * *

Assistant Manager H. B. Elmers and Shaler Smith, superintendent Rockford city department of the American of Newark, represented that office.

* * *

There were three former prominent Illinois field men who are now company executives, present at the meeting, they being President R. C. Hosmer of the Excelsior of Syracuse, N. Y.; Vice-president Henry A. Yates, National Union Fire,

and H. G. Casper, United States manager Eagle Star & British Dominions. President Hosmer was accompanied by his two famous brothers, P. B. and Rockwood Hosmer of Chicago.

* * *

The Royal-L. & L. & G. group through State Agent Ben Peters presented a looseleaf memorandum tablet to all comers, it being appropriately inscribed as being issued on the 38th annual convention of the Illinois association.

* * *

The Illinois Insurance Federation meeting held after the morning session of the Illinois association lasted scarcely five minutes. W. O. Schilling of Chicago, president, gathered a small group together and rushed the proceedings through with startling dispatch.

* * *

Frank M. Chandler, superintendent of agents of the Central Mutual of Chicago, mingled with the throng, he having been chairman of the membership committee of the Illinois body before joining the mutual ranks.

* * *

Associate General Agent Clem E. Wheeler, Office Manager C. R. Boynton and J. L. Burden, automobile manager, represented the Hartford Fire.

* * *

The America Fore group always sends a good delegation to conventions these

days. Those present were Secretary J. H. Macfarlane, Superintendents of Agents H. C. Edmundson, T. C. Underwood, J. E. Guy, head of the automobile department, and E. B. Vickery, Chicago manager.

* * *

At the banquet, Secretary J. H. Macfarlane, speaking for Governor Laffoon of Kentucky, presented Secretary S. E. Moisant of Kankakee, Ill., an official commission, appointing him as colonel on the governor's staff. Col. Moisant immediately ordered a new uniform and will take special training in Ethiopia.

* * *

C. H. Pfennig, local agent in Kenosha, Wis., one of the mainstays of the Home of New York, was present as the guest of the company.

* * *

President E. A. McCord of the Illinois Mutual Casualty of Peoria was present at the banquet with Vice-president and Agency Director C. C. Inman, City Manager C. C. Wheeler of Peoria and Special Agent James H. Smith.

* * *

At the speakers' table at the banquet, in addition to those who participated in the program, sat the new president, F. J. Budelier of Rock Island; Vice-president G. H. Moloney, Hartford Accident & Indemnity; Vice-president H. V. Smith, Home of New York; Deputy R. T. Nelson, Illinois insurance department; R. M. Red-

mond, Chicago, president Illinois Brokers Association; Lyle H. Gift, president Peoria Board; Allan I. Wolff, Chicago, former president National Association of Insurance Agents; Charles Buresh, president Chicago Board.

* * *

The Peoria local agents arrangements committee consisted of Lyle H. Gift, chairman; J. E. Martin, L. L. Hauser, W. H. Tuerk and W. P. Brown.

U. S. F. & G. Offers Prizes

The United States Fidelity & Guaranty is offering a prize this week at the annual meeting of the California Association of Insurance Agents at San Diego for the best definition of "The Ideal Insurance Agent." There will be three prizes, \$100, \$50 and \$25. The contest is limited to California agents. The winners will be announced at the close of the convention Friday.

Heavy Michigan Rate Cut

DETROIT, Oct. 30.—The automobile insurance rate situation in Michigan has been split wide open by the recent move of the Detroit Automobile Inter-Insurance Exchange in reducing liability and property damage rates to a point said to be 30 to 35 percent lower than existing manual rates in this territory.

"The steady, sound growth of this Company reflects the confidence and satisfaction of its increasing number of policyholders and agents."

BANKERS INDEMNITY INSURANCE COMPANY

Newark, New Jersey

One of the American Group



HOME OF "SERVICE THAT EXCELS"

General Accident



FIRE AND LIFE
ASSURANCE CORPORATION, Ltd.
FREDERICK RICHARDSON, Managing Director
JAMES F. MITCHELL, United States Manager
GENERAL BUILDING - 4TH & WALNUT STS.
PHILADELPHIA

THE EXCESS INSURANCE COMPANY

OF AMERICA
JAMES GIBBS, President

Reinsurance
Casualty and Surety
Excess Covers

Executive Offices:
10 CEDAR STREET
and 70 Pine Street
NEW YORK CITY, NEW YORK
Telephone WHitehall 4-0050

Thirty-Three Years—Through Thick and Thin

AMERICAN CASUALTY COMPANY

READING, PENNSYLVANIA

● Experience gained through meeting many and varied conditions removes the always dangerous snap-judgments and vacillating practices that bring gray hair to agents' heads.

A Stock Company

Incorporated 1902

Supporting the American Agency System ever since

Overhead Writing Problem Is Viewed

(CONTINUED FROM PAGE 2)

haps in some instances greater than the local agent.

Other boards in Massachusetts have approved the resolutions adopted by the joint committee, said Mr. Steele, and have changed their local board by-laws to permit the payment to brokers of not more than 15 percent. However, in some instances local boards have continued the 10 percent agreement insofar as it affects the individual members.

Consider Parker Plan

Since last May Massachusetts local boards have been considering the Parker plan for control or handling of overhead writing. This plan, devised by C. C. Parker, Worcester, vice-president Massachusetts association, provides that state associations organize and own an incorporated insurance agency which will cooperate with any companies doing business on an agency basis in countersigning policies issued outside regular agency representatives. The plan is designed to provide compensation to this incorporated agency for the ultimate benefit of its local constituent members and to bring the handling of overhead writing into the light of day. Mr. Parker in his report as chairman of the overhead writing committee said that the following local boards have ratified the plan and will support a movement for its adoption: Brockton, Fall River, Haverhill, Holyoke, Lynn, Milford, New Bedford, Northampton, Salem, Springfield, Weymouth and Worcester.

No Unfavorable Action

"The Taunton and Franklin county boards took no action as it was felt in those two places that this plan might upset the E. U. A. agreements of 1926. The Chicopee, Westfield and Pittsfield boards have had the matter under discussion with sufficiently divided opinions among their members so that no definite action has been taken. No boards report unfavorable action.

"There has been an enthusiastic response to, and widespread interest in the subject. The Boston Board now has the matter up for consideration.

"There has been much comment in insurance circles. Agents, special agents, and company officials are discussing it and most of the comments that come back to us are of a favorable nature."

The executive committee of the association is to present a more detailed plan following the outline of Mr. Parker's proposal.

American Motorists Regional Meet

H. G. Kemper, executive vice-president, presided at a conference of Virginia and North Carolina representatives of the American Motorists in Richmond. Other speakers were R. G. Rowe, vice-president and superintendent of claims; M. P. Luthy, assistant to the president; N. C. Flanagan, manager business extension department; L. H. Lippincott, director of education; C. T. Haviland, Philadelphia, vice-president and manager eastern department; E. R. Winter, Richmond manager; G. T. Black, Washington; Allen Graff, Newport News, and L. D. Finley, Norfolk, Va.

Safety Drive in Michigan

LANSING, MICH., Oct. 30.—Insurance men are joining in the huge statewide traffic safety campaign. A proposal was advanced by William S. Knudsen, executive vice-president of General Motors, that the campaign here be made the initial move toward organization of a national association similar to the Red Cross which would coordinate safety education efforts throughout the nation. The organization would ask President Roosevelt to act as honorary president if Mr. Knudsen's idea were carried out fully.

Casualty Field Changes

Markel on Pacific Coast

The Markel Service of Kansas City, Mo., has established a San Francisco office for its motor truck division at 114 Sansome street. C. C. Rosenbarger, division manager from Kansas City, will be located in San Francisco until the first of the year. J. R. Kirby has been transferred from Baltimore to San Francisco as superintendent of claims. The Pacific Coast office will handle claims, engineering and other service. The Markel Service specializes in writing public liability and property damage on trucks and buses. The coast office is writing through the General of Seattle. Reinsurance is carried with the Employers Reinsurance of Kansas City. The Markel Service is the only exclusive truck and bus writing agency in the country.

Cannon Made Special Agent

Jack Cannon has been appointed special agent for the Fidelity & Casualty in Wayne county, Mich., under Branch Manager H. B. Carr. He was formerly in another line of business in Detroit.

Goes with American Surety

Miss Lucille Stevenson, formerly with the Ocean Accident's Des Moines agency, has become assistant casualty underwriter in the Des Moines office of the American Surety and New York Casualty.

Militant Spirit Is Shown by Illinois Resolutions

(CONTINUED FROM PAGE 2)

boards when called upon to function. He said that every such organization should have a legislative committee. Mr. Troxell stated that he had been working on the agents and brokers license application act for a number of years and when the Sangamon county circuit court declared it unconstitutional he was just about prostrated.

John J. Broderick, Jr., of Chicago, son of State Senator Broderick of that city, said that if the new code is approved by the Illinois association all members should get back of it heartily. He said there are 5,000 agents in the state and they constitute a mighty political army. If all act together they can accomplish anything. He urged members to get in touch with their legislators personally.

Mrs. Herring to Collect Dues

J. M. Newburger, Chicago, chairman nominating committee, announced that in renominating Shirley E. Moisant for secretary and treasurer it was the purpose of the management to relieve him of the onerous duty of collecting dues and it is shifting that to the business management department in Chicago under the supervision of Mrs. Lillian L. Herring. This will concentrate, therefore, the chief business end of the association in Mrs. Herring's office. She has been found very efficient and thus Mr. Moisant will not have the burden of looking after dues.

Rockford Seeks Next Convention

W. H. Jennings, Jr., in behalf of the Rockford Board of Fire & Casualty Underwriters, invited the Illinois association to hold its 1936 convention in his city. The convention was held there in 1933.

At the close of the afternoon session the National Bureau of Casualty & Surety Underwriters' two films were shown by Lyle H. Gift, the new president of the Peoria Board. Ralph W. Miller of Chicago gave an explanatory talk about the films, "Stop That Thief" and "Death Takes No Holiday."

ACCIDENT AND HEALTH FIELD

Accident & Health Week Set

April 20-25 Selected as Dates for National Observance Next Year—Committee Busy on Plans

The week of April 20-25, 1936, will be National Accident and Health Insurance Week. Announcement of the selection of those dates for the 1936 observance was made this week by Harold R. Gordon of Chicago, chairman of the joint committee representing all the organizations interested in the promotion of the sale of accident and health insurance, which was named some time ago to arrange the plans for the week.

The committee was unanimous in the belief that the spring is the best time for Accident and Health Insurance Week and careful consideration was given to various factors which might help or hinder the success of the week. The opening up of the season for greater use of the automobile and the increasing activity at that time in various forms of sport and recreation give an opportunity to tie in the activities of the week with the heavy accident toll both from the automobile and from recreational accidents. There is much less danger of being handicapped by bad weather than is the case earlier in the spring.

Every accident and health man should put a ring around those dates on his 1936 calendar, if he has one, or if not, as soon as he gets one. The phenomenal success of last year's observance, promoted by The Accident & Health Review, with very little advance preparation in many cases, gives an indication of the possibilities of a nationwide movement along that line. The general committee probably will have another meeting in the near future. It is working out some definite and helpful aids for the producer, the agent or company and the local club.

New Book Gives Valuable A. & H. Sales Suggestions

A new book containing many practical selling helps for the accident and health insurance salesman is "Selling Disability Insurance," prepared by S. E. Belfi and others. It is a field manual for disability producers that is packed full of good suggestions, sales talks and alibi killers. The 150 pages are divided into eight sections: Approach, sales talks, meeting excuses, practical field suggestions, "ice-breaking" sales letters, possibilities of the business, sales portfolio for selling group, building a future.

Purposely treating objections as excuses, this section divides the commonly raised points into classes such as "financial excuses," "self excuses," etc. This division is unique and logically effective. The chapter, "Building a Future," by R. B. Hoover, outlines the possibilities of this branch of salesmanship for a person who wants to establish himself as a career. The book is a complete little working manual for old-timers or new agents.

Low in price, \$1.50 for single copies and reduced prices for orders for six or more, it fills a demand for an inexpensive publication to help the insurance disability salesmen build premium volume. The book can be secured through THE NATIONAL UNDERWRITER, 420 East Fourth street, Cincinnati.

I. C. Cunningham "On Trial"

The October luncheon-meeting of the Accident & Health Managers Club of Los Angeles was designated "Cunningham Day," in honor of I. C. Cunningham, superintendent of agencies Occidental Life and a past president of the club. Following the luncheon, Presi-

dent C. M. Beall announced that serious charges had been made against Mr. Cunningham and it had been decided to hold a fair and impartial "mistical" of the case. Victor Pettric, Occidental Life, who wrote the script of the trial, charges, etc., was appointed prosecuting attorney and read the charges, all of a humorous character, with the use of many legal phrases. The verdict was that Mr. Cunningham was found guilty of being a gentleman of the highest character, possessing a charming personality, being a true friend and a highly capable and successful insurance man.

Group Accident Coverage on Air Trips Now Being Written

A form of aviation insurance growing steadily in popularity is group accident coverage on employees of business concerns and industries using air transportation. This was put on the market some time ago by Aero Insurance Underwriters of New York, successors to Barber & Baldwin, but not until recently has it been sold on any wide scale.

It is a reporting form based on the number of hours flown by employees. Rates depend upon the maximum number of employees in a single airplane at one time, this governing the minimum deposit premium. The minimum charge is a rate of approximately 8 cents per hour per thousand dollars of coverage per employee. The maximum limit is \$100,000 aggregate on any one airplane. Important officials and individual employees may be covered separately for additional limits.

The aviation insurance business is showing much improvement this year, after five years of depression in which practically no new planes were sold except to commercial airlines. Aviation underwriters are now quite busy. Airplanes which have gone for several years without insurance protection are now being covered, the incomes of owners apparently having improved.

Claim Men to Hear Goddard

Col. Calvin Goddard of Washington, D. C., noted ballistics expert and former head of the crime detection laboratory of Northwestern University, will speak at the meeting of the Chicago Claim Association Nov. 6 at the Hamilton Club. The meeting was advanced one week in order to secure Colonel Goddard, who has spoken previously before the Chicago association and also at the meeting of the International Claim Association.

Young Is Lincoln L. & A. Director

F. E. Young has been elected a director of the Lincoln Life & Accident of Oklahoma City. He served eight years as assistant insurance commissioner, resigning to practice law in Oklahoma City, specializing in insurance cases.

Central Assurance Gets Business

The Central Assurance, Columbus, O., has reinsured the health and accident and ordinary life business of the Fremont Mutual, which recently was taken over by the Ohio department.

Bast Takes Franklin Life

John F. Bast, secretary of the Personal Indemnity, limited mutual, Eau Claire, Wis., which writes accident and health, has been appointed manager in northwestern Wisconsin for the Franklin Life.

Pennsylvania Safety Drive

PHILADELPHIA, Oct. 30.—Pennsylvania is planning an extensive and ambitious highway safety campaign that will embrace every corner of the state.

Governor Earle has appointed a highway safety council to draw up plans for the drive. H. W. Teamer, secretary-manager Insurance Federation of Pennsylvania, is the insurance representative on the council. He is also a member of the state organization committee.

Plain clothes men will be stationed

at strategic points along streets and highways to note traffic violations, taking the license numbers of the violators. First offenders will draw warnings, second offense will mean a fine, while a third violation, according to present plans, may mean a suspension of the operator's license.

Is One Of These Employees



An Embezzler?

Though MOST employees are honest, there are numerous exceptions. Any one of these may cause financial havoc to employers. For, in actual fact, one man's judgment of another's integrity is at best—a guess.

Our claim files and the Rogues Gallery record thousands of unhappy guesses. Losses of from small to shockingly large amounts rob business and banking of countless millions yearly. No employer is immune to dishonesty from within. But ALL employers CAN be immune to the hardship of loss resulting from misplaced faith.

Adequate Fidelity Bonds provide such immunity in dollar-for-dollar protection to business and banking. Your opportunities for placing or increasing amounts of this coverage are still extremely numerous. To help you convert them into larger premium income, the National Surety Home Office is always ready with practical, productive help. It is yours for the asking.

Write for a copy of our new Sales Manual on Fidelity Bonds.

NATIONAL SURETY CORPORATION

VINCENT CULLEN, PRESIDENT

AMERICAN REINSURANCE CO.

Robert C. Ream, President

99 John Street

New York

DECEMBER 31st, 1934

CAPITAL	\$1,000,000.00
Surplus (at Market Values).....	2,574,975.70
Voluntary Catastrophe Reserve.....	500,000.00
Reserve for Losses	2,690,601.13
Contingency Reserve	43,127.58
All Other Liabilities	1,110,130.69
TOTAL ASSETS	7,923,835.10
NOTE: Securities carried at \$739,222.50 in the above statement are deposited as required by law.	

CASUALTY RE-INSURANCE

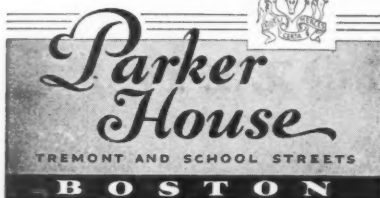


A man away from home on business is interested in restful sleep, good food, attentive service, and facilitation of his business so he can get home as soon as possible.

We meet such men on common ground, for it has been our privilege for more than two generations to provide tired men of affairs with cheerful rooms and soft beds; to set as excellent a table as the country affords; and to attend with courtesy to the slightest wish of every guest. All our rooms have private bath, shower, and circulating ice-water. Plenty of singles at \$3.

We are most convenient to Boston's insurance district.

Glenwood J. Steward
President & Managing Director



"My Sales Portfolio has paid for itself 50 times over and is still going strong," says one of the many satisfied users. Write The National Underwriter Company, 420 East Fourth street, Cincinnati, O., for information on this remarkable selling equipment for monthly premium accident and health men.

Progress in Cooperation Is Seen by Joy Lichtenstein

(CONTINUED FROM PAGE 8)

officers for their broad mindedness and fairness.

"Conference is the one means by which we can hope to eliminate that indiscriminate broadsiding of criticism which is so harmful to our needed harmony. While I by no means acquit company men of this, yet we must admit that we hear it louder because it is more outspoken by the agents. I think the company men are more inclined to mutter and the agents to vociferate. We should both put the soft pedal on this sort of thing.

"The agents have complained, and with some justice, of the self-sufficiency of the company representatives as being a bar to proper conference. They mean that we are too complacent, that we stand pat, perhaps even that we are fatuous. Well, perhaps we are to a greater or less degree in all these respects, but let us not forget in explanation of this attitude, where it does exist, that we are the ones who are finally responsible for profit or loss, for the figures as they will appear in the annual statements in red or in black. Responsibility is a retardant."

Mr. Lichtenstein told of the part the field men are playing in the conferences. They are in the proper sense the contact men between the companies and the agents for by the nature of their work they are closer to the agents than the company officials. There is in fact a triple alliance between agents, field men and company officials in states where formal contact committees have been set up. Mr. Lichtenstein urged a united front on the stock insurance ideal in providing the insuring public adequate protection at a fair price and under mutually fair conditions, and to service risks properly and to pay losses which may occur as fairly and promptly as possible.

In presenting the background of the conference idea, Mr. Lichtenstein said it is not worth anything and is futile unless the composing parties have some degree of confidence in each other. Assuming a hostile attitude and standing aloof must be guarded against.

Membership of Standing Committees Is Announced

(CONTINUED FROM PAGE 4)

been made that state associations appoint separate fire and accident prevention committees.

Mr. Midyette was chosen as chairman of the legislative committee on account of the splendid record he has made in legislative matters in Florida. He promises to assist state associations in organizing their legislative activities on a systematic basis.

Mr. Dodge has long served as chairman of the publicity committee, and in view of the program now under way, it is considered essential that he continue.

The advisory committee is composed of the past presidents, with the immediate past president as its chairman, so Mr. Cole automatically assumes that position.

Announcement of the special committees will be made soon. Following is the complete list of the members of the standing committees; with the exception of the advisory committee, which includes all the past presidents, now numbering 16.

Entire Membership Given

Finance: Mr. Priest, chairman; Fred B. Ayer, Cleveland; E. E. Goodwin, Emporia, Va.

Membership: Mr. Smith, chairman; C. O. Brown, Rochester, Minn.; Postelle Cooper, Deming N. M.; J. Roy Donham, Little Rock, Ark.; C. C. Eubank, Ogden, Utah; Ralph G. Hastings, Washington, Ind.; N. B. McCulloch, Lancaster, Pa.; H. G. McMillan, Knoxville, Tenn.; Jay W. Rose, Buffalo, C. K. Steele, Gloucester, Mass.; G. R. Thieme, Seattle.

Legislative: Mr. Midyette, chairman; Eugene S. Davis, Cleveland; A. L. McCormack, St. Louis; G. Mabry Seay, Dallas; R. W. Troxell, Springfield, Ill.

Fire Prevention

Fire Prevention: Mr. Lipps, chairman; Jay B. Allen, Sioux Falls, S. D.; W. C. North, Bridgeport, Conn.; Stewart Ragland, Richmond, Va.; R. W. Roberts, Jackson, Miss.; Theodore Safford, Cincinnati; J. H. Woodside, Greenville, S. C.

Accident prevention: Col. Hickman, chairman; F. D. Calley, Huntington, W. Va.; McAlister Carson, Charlotte, N. C.; E. R. Ledbetter, Oklahoma City; John C. Sturm, Portland, Ore.; C. E. Swope, Jr., Louisville; A. B. White, Keene, N. H.

Publicity and education: Mr. Dodge, chairman; E. A. Angier, Jr., Memphis; James M. Crosby, Jr., Grand Rapids, Mich.; Frank J. England, Denver; C. D. Harris, Louisville; F. F. Ludolph, San Antonio; J. Stewart Pearce, Tulsa.

U. S. Court Clears Way for Rate Hearing in Missouri

(CONTINUED FROM PAGE 4)

would save policyholders \$2,500,000 annually.

Barker requested that the court hold a hearing to ascertain whether the fraud allegations were true or untrue in order that the attorneys and Superintendent O'Malley be either punished or vindicated.

R. J. Folonie, chief counsel for the companies, requested Sheppard "to state here and now such alleged facts as he might be able to produce in court later to substantiate his allegations of fraud."

Sheppard explained that he was not accusing Mr. O'Malley and the attorneys of dishonesty or corruption, but that he did charge "legal fraud." He questioned the authority of the superintendent to make the settlement.

Mr. O'Malley has filed a motion with Circuit Judge Sevier of Cole county criticizing the handling of the restitution case. It is directed particularly against a commission appointed by Judge Sevier last December composed of two Jefferson City attorneys, L. H.

Cook and P. H. Lauf, charged with administering and returning to the proper recipients a \$1,750,000 fund paid by policyholders whom the companies were unable to locate in the program to refund excess collections under the 1922 rate reduction order.

Monthly salaries of \$1,000 a month each, on account, which Judge Sevier has allowed to Cook and Lauf, extravagant expenditures for office furniture and equipment, salaries paid to a large group of assistants and sums paid for the rental of offices are "wrongfully and unlawfully" depleting the fund, the motion charges.

Banking Connection

The money was deposited on checking account in the Central Missouri Trust Company of Jefferson City by an order of Judge Sevier, it is stated, and is drawing no interest. The president of this bank, Howard Cook, is a brother of L. H. Cook.

Rental of \$220 a month has been regularly allowed for office space in the Central Missouri Trust Building.

Frances Lauf, a sister of Commissioner Lauf, is drawing \$133 a month.

Lee Sevier, brother of Judge Sevier, has been paid sums "for services rendered," the motion says.

Attorney for Attorneys

Gilbert Lamb, a former assistant attorney general, is attorney for the commission. He has been allowed \$600 monthly, on account.

The motion asks that the court discharge the commission, make an order requiring the fund to be invested in interest-bearing securities, and turn over the custody and the refunding to the superintendent.

Only \$1,028 has been returned to policyholders by the commission since December. A report filed in August by Cook and Lauf showed that up to that time \$27,653 had been spent by the commission while it had returned to policyholders only \$719.

Greater Liberty Allowed

The Towner Rating Bureau has liberalized its rule on judicial bonds, relative to contracts covering appeals, as follows: "On bonds for appeal, supersedeas or staying execution in either case, if appellate decision is handed down and bond cancelled within six months of its date, one-half premium thereon will be applied to any succeeding bond, between the same parties and in the same litigation, required for further appeal, subject to a minimum earned premium of \$10." Previously, when the first appeal had been disposed of and there was a further appeal, a new bond was required at a full additional premium.

Observes 35th Anniversary

R. W. DeLamater, superintendent of the accident underwriting department of the Aetna Life, has just observed his 35th anniversary with the company. Associates filled his office with flowers and made him a present of a golf outfit. He joined the Aetna in 1900 as an employee in the claim department. In 1905 he was transferred to the underwriting department, and in 1930 was made superintendent.

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RATES AS LOW AS \$3.50

BELLEVUE STRATFORD

One of the World's Great Hotels

CLAUDE H. BENNETT, General Manager

WHEN IN NEW YORK, STOP AT THE MODERN, 24 STORY HOTEL PICCADILLY

A busy hotel . . . for busy executives . . . in the very center of busy Times Square. Insurance men have always favored the Piccadilly for its all around conveniences. Within 4 minutes WALK of "Radio City," 69 theatres, Madison Square Garden and important mid-town business offices.

Finely furnished rooms with all up-to-the-minute conveniences (including 60 watt bathroom bulbs—a great help when shaving!). Rates begin as low as . . . \$2.50

(To insure choice accommodations write for reservations:
West 45th Street, W. Stiles Koomes, Manager

Keep Your Agents Sold On You

It is just as important to keep your present agency force satisfied, loyal and in steady production, as it is to be searching constantly for new agents, most of whom take some time before they become regular producers of premiums.

It is always the established and experienced staff of agents, those who have been with the company 5, 10 or 15 years that must be relied upon to write the bulk of any company's business every month. In fact, if a company could be certain of retaining indefinitely all of its agents of this type, its business production worries would be greatly reduced. It would be certain of a steady flow of premiums.

One of the basic and most important reasons for advertising in *The National Underwriter* is to keep the agents that you have now sold on your company, sold on what you have done for them in the past and intend to and will do in the future. Companies should remember that the agents that keep the company going are those that are active and operating now, not those that the company hopes or expects to appoint some day.

The point to remember is that the agents do not remain loyal to and enthusiastic about a company which does not advertise itself, whose name they never see mentioned, and which, because of an undeveloped publicity sense, seems determined to keep itself out of the public eye. Any agent likes to feel that he is representing a successful, going, known and well liked company. One certain way of getting your own company into that classification is to advertise it consistently in the leading weekly insurance newspaper, *The National Underwriter*.

*No. 5 of a series devoted to the merits
of National Underwriter Advertising*

The National Underwriter

The leading weekly insurance newspaper

E. J. WOHLGEMUTH
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Supply Your Agents with THE FINANCIAL AND OPERATING REPORTS OF ALL COMPANIES

*Significant, Essential, Useful Information
in Handy, Inexpensive Form*



Agents, brokers, company officials, in fact everyone nowadays including assureds and prospects, is keenly interested in insurance company statements. They "want-to-know." They don't assume — they investigate. To operate intelligently, to speak convincingly and with authority, insurance men must have the latest available data of the kind.

Fortunately, it's readily available in quite comprehensive yet most inexpensive form. And you may advertise your company's special features on the covers at no extra charge (in 100's or more).

FIRST...

1st

**in number of companies covered
in scope of information shown
in simplicity of arrangement
in features of special interest**

and FIRST TO BE READY FOR DELIVERY!

ARGUS

FIRE and
CASUALTY-SURETY

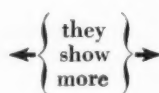
CHARTS

Some Exclusive Features of The Argus Charts

Only Argus Charts provide Classified Aggregates (Totals) for all classes of companies; Company Changes since 1928; Group Affiliations by direct statement; Triple Cross-referencing (in the Fire chart) between (1) Groups (2) States Licensed and (3) Underwriters' Agencies; complete data on "Departments" with Managing Officer and Address.

"Surplus to Policyholders" and "Total Liabilities" for stock companies are shown as separate items *only* in the Argus Fire Chart. "Reserves for Liability and Compensation" are separated from "Net Unpaid Claims" *only* in the Argus Casualty Surety Chart. A large special section on Accident and Health is included in the Casualty Chart at no extra cost.

are the most comprehensive!



Not only do the two Argus Charts cover many more companies (about 400 more than other charts) but they also provide considerably more information about several hundred companies less thoroughly treated in other charts. Note also the "exclusive features." Argus Charts cover ALL Stock Companies, and all Mutuals, Reciprocal, and Lloyds, writing \$25,000 or more in premiums. Quite frequently it is concerning these "not-so-well known" companies, locally important, that information is needed. All these EXTRA features give the Argus Charts a decided EXTRA value.

have the simplest arrangement!



The ARGUS Fire Chart has ONLY ONE classification for Stock Companies, — ONE ALPHABETICAL ORDER. In another chart there are SEVEN different possible places where users might have to look before finding a stock fire company.

Likewise, there are far fewer places to look for a company in the ARGUS Casualty Chart than in others. You can find it easier and quicker in the Argus Charts.

they are published early

The demand is for speed. The National Underwriter set an all-time record on early delivery of the Argus Charts last year. You can count on the earliest possible delivery of Argus Charts, consistent with accuracy.

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To Agents

Your company will probably send you Argus Charts if you will request "Argus Charts."

You Get "Fullest" Measure when you use ARGUS CHARTS! *Investigate them NOW for 1936*